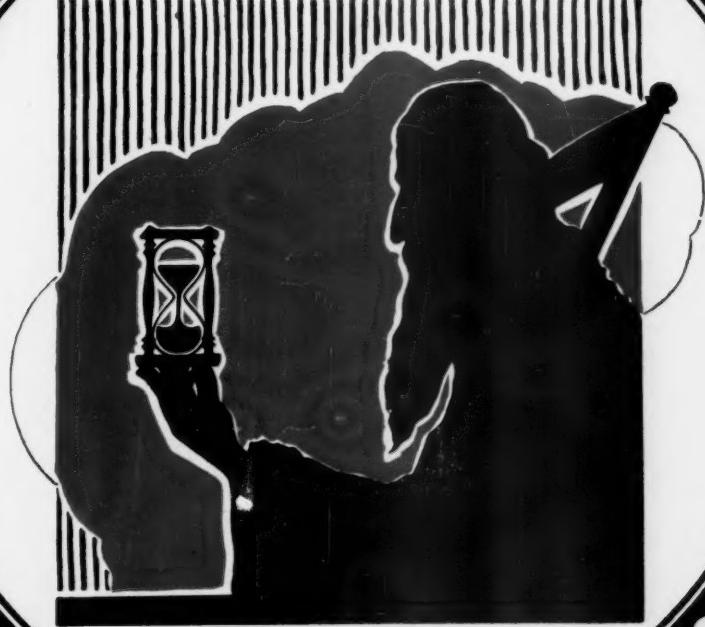


THE ROTARIAN

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"HE MOST LIVES WHO THINKS MOST, FEELS THE NOBLEST, ACTS THE BEST."



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The Magazine of Service

(There were printed 30,000 copies of this issue.)

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THE ROTARIANAD

This Month's Contributors

Frank E. Hering (*Community Service in Americanizing the Immigrant*) will be remembered by those who attended the Cincinnati Convention as the forceful chairman of the Committee on Constitution. He is the present president of the Rotary Club of South Bend, Indiana. Hering is the editor of *The Eagle Magazine*, the official organ of the Order of Eagles, in which organization he is a power.

Edwin A. Rumball (*Educate the Alien Laborer*) has been interested in social economy for some years. At the present time he is the general secretary of the Civic Education Association of Erie County, New York, with headquarters in the Chamber of Commerce Building, Buffalo, and is in charge of the Americanization campaign being conducted in that city and county. He is a naturalized American of Irish-English extraction. For three years he worked among the fisherfolk of Newfoundland. He has been editor, lecturer and organizer in social welfare work and has devoted much time to the study of American immigration and labor problems.

David Lefkowitz (*American Destiny and Citizenship*), member of the Rotary Club of Dayton, Ohio, is the Rabbi of K. K. B'nai Yeshurun.

Wm. O. Spencer (*Health and Efficiency in Diet*) is a member of the Rotary Club of Portland, Oregon. Dr. Spencer specializes in diagnosis and internal diseases, and in his practice has had occasion to devote considerable time to the study of the effect of foods upon the human body.

Wm. A. Graham, Jr., (*Bookbinder Bill and His Folding Duck*) is the well known and popular secretary of the Rotary Club of Seattle.

Emanuel Meertief (*The Returned Goods Evil*), member of the Rotary Club of Montgomery, Ala., is a partner in the firm of Nachman & Meertief, dry goods. He is treasurer of the Montgomery Chamber of Commerce of which he has been a member for twenty years. He is a native of Bohemia.

Guy T. Keene (*A Four-Word Success*) is the printer member of the Rotary Club of San Diego, California, past president of that club and for several years editor of the club publication—*The Rotator*.

Otto H. Hassel (*Making Shoes Sell Themselves*) member of the Rotary Club of Chicago, Ill., delivered this article as a little talk at the convention of Illinois Shoe Retailers, in Chicago, in July 1916. He is proprietor of Hassel's Dependable Shoes store.

Jesse M. Tompsett (*Looking Thru Your Customer's Eyes*), past president of the Rotary Club of St. Louis, Mo., and former director of the International Association of Rotary Clubs, is treasurer of the Isler-Tompsett Lithographing Co.

William Hayes Ward, D. D. (*Simplified Spelling in Periodicals*), is the editor of *The Independent* and is a member of the Simplified Spelling Board.

Franklin C. Platt (*Business Methods for City Government*) member of the Rotary Club of Waterloo, Ia., was a member of the committee that drafted the bill subsequently enacted into a law by the Legislature of Iowa, providing for the adoption of the city manager plan in that state. Rotarian

Platt is a native of Illinois, having been born at Warren, August 20, 1854. After graduating from the University of Illinois in 1873, and the Union College of Law in Chicago in 1876, he practiced in that city for two years before moving to Crawford County, Ia. In 1883 he went to Waterloo which he has made his home ever since. In 1897 he was appointed judge, to fill a vacancy in the 10th Judicial District, and served in this position for seventeen years, being elected at four successive elections, practically without opposition. Judge Platt has taken a prominent part in the commercial, manufacturing and banking growth of Waterloo and, at a critical period in the early history of the city served as a member of the City Council. He is vice-president of the Commercial National Bank, vice-president of the Waterloo & Cedar Falls Union Mill Co., and president of the Waterloo Saddlery Co., in addition to being an active practitioner of his profession. He is an active Rotarian and also a Mason, an Odd Fellow, Elk, and a K. of P.

Paul H. Scholz (*San Antonio's Great Military Parade*) is the secretary of the Rotary Club of San Antonio. He holds another secretaryship, that of the school board of his home city.

Ed R. Kelsey (*Rotarians Aid Crippled Children*) is the beloved secretary of the Rotary Club of Toledo, Ohio, and has thrown himself heart and soul into the club's work on behalf of unfortunate children. He is the manager of the publicity department of the Toledo Railways and Light Company.

P. L. Wills (*Rotary Service and Preparedness*), member of the Rotary Club of Danville, Illinois, is the secretary of the Chamber of Commerce of that city. Pete was a Rotarian for some time in Dallas, Texas, before going to Danville about two years ago.

Edgar A. Guest (*author of the words of "Rotary Hymn"*) is a member of the Rotary Club of Detroit. Guest is one of the most popular of American newspaper poets. He wrote these words several years ago, affixing to them the title of "The Rotary Spirit" and they have been reprinted frequently and often recited by Rotarians.

Chas. E. Roat (*composer of the music of "Rotary Hymn"*) is a member of the Rotary Club of Battle Creek, Mich. He is the secretary and manager of the Chas. E. Roat Music Company.

Burdick A. Trestrail (*Rotary's Great Work for Red Cross*), member of the Rotary Club of Toronto, Ontario, is the club correspondent for THE ROTARIAN. He is advertising manager of the R. S. Williams & Sons Co., Ltd., manufacturers and importers of musical instruments.

W. F. Hardy (*A Boy Army of City Cleaners*), member of the Rotary Club of Decatur, Illinois, is the managing editor of *The Decatur Herald*; he is the Decatur correspondent to THE ROTARIAN.

Kendall Weisiger, the present treasurer and the past secretary of the Rotary Club of Atlanta, is the author of the splendid article published in THE ROTARIAN last month—"The Telephone, Its Use and Abuse." He is the traffic engineer of the Southern Bell Telephone & Telegraph Co. Kendall won the silver cup at the Cincinnati Rotary convention for the best exhibit of secretarial work. He is a member of the Atlanta Convention Executive Committee. He will have charge of the secretarial exhibit at the Atlanta convention.

The Old Year's Opportunity

Another year is past, an atom splash
Back in the sea of time, from whence it came.
Another year has come to us up from the same old sea.

We call one old, the other new;
But each is old and each is new.

The old is pregnant with new opportunities
To use its past experiences as guide to better work
And greater service to our brothers of the world;
New chances, just perceived as the dawn of the new year
Casts its light upon neglected occasions of the old,
And shows us how to build success upon those failures.

And the new is old;
Full of the promise that the purpose to serve better
Is not buried with the days that slipt into the past;
Full of the promise that opportunity unnoticed
Is not dead, but only waits for us to waken from our sleep,
Our dream of selfishness, and know ourselves and others
As members of one family, all as the sons of God;
And then to serve well, because to serve is to love;
And then to love well, because to love is to live.

And as a pebble drops into the placid pool
And sends afar the ever widening circles,
So the old year, heavy freighted, or light,
With our good or evil thoughts and deeds,
Drops in the sea of time and sends the ripples
Outward, ever outward, thru eternity.

But then the new year comes up from that sea,
To be full freighted with our joys and sorrows,
And then drop back with circle-making splash.
O let us daily load it heavily with good,
That when it drops, its ripples may be waves
That will reform the lesser ripples of past years!

—*Philip R. Kellar.*

THE ROTARIAN

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EDITORIAL

JANUARY 1917

President Klumph's New Year Message



HE growth of Rotary is like that of the average man. First, there is the boy and toy stage; next, the youth and fellowship stage; last, the man and serious stage. Rotary has arrived at manhood. What will be thought of it, what will become of it, if it remains in the youth and fellowship stage and fails to recognize its responsibilities to itself and to all humanity? The time has come for Rotarians to be serious. I do not mean that we should drop our joyousness and fellowship and be long-faced. We should let this joy and fellowship brighten and lighten our serious efforts to serve the world. The most delightful of friends is the man who recognizes and accepts his serious responsibilities and still retains the heart of a boy. This is what I wish Rotary and Rotarians to be and do in this new year that is dawning.

ARCH C. KLUMPH,
President, I. A. of R. C.

International Convention Finances

ROTARIANS are much interested in things pertaining to the big event of the Rotary year—the annual convention. The cost of a convention is always a subject of some justifiable curiosity and Rotarians will be interested to learn the substance of the very complete and properly audited financial statement made by the Cincinnati Convention Executive Committee, showing the receipts and disbursements of the Cincinnati host club on account of the Seventh Convention July 16-20, 1916.

The convention cost the Cincinnati Rotary Club \$30,660.97. Of this amount, \$6,921.64 was expended for convention expenses proper, including the cost of halls and meeting places, printing and stationery, badges, stenographic report, traveling and hotel expenses of the international officers, publicity, rent of furniture and office fixtures, clerical help for the International Secretary's convention offices, registration, committee clerical help, etc. The International Association disbursed directly about half of this amount, and the Cincinnati Rotarians the other half.

In addition, the general preliminary and administration expenses of the Cincinnati Executive Committee amounted to \$6,998.45, which included office rent, salaries of the secretary and other office force, postage, stationery, printing, office supplies, traveling expenses, printing of the preliminary program in **THE ROTARIAN**, ante-convention entertainment of visitors, etc.

These two items, which represent the total expense of the business part of the convention, totaled \$13,920.09. To this was added the cost of entertainment, amounting to \$16,740.88. The largest items in the entertainment account were: Ladies' luncheon at Zoo Gardens on Monday, \$1,421; ladies' luncheon at Burnett Woods on Tuesday, \$487; the Tuesday evening music concert, \$1,928; the Coney Island carnival on Wednesday, \$4,852; the reception and ball Thursday evening, \$3,608; music \$1,233.

The Cincinnati Executive Committee was able to meet these obligations in full and turn back to the Rotary Club the sum of \$58.78. The receipts amounted to \$30,719.75. Of this amount, \$14,230 was collected from 2,846 visiting Rotarians and ladies, in registration fees at \$5 per person. Cincinnati Rotarians, ladies and visitors to the number of 745 registered and from them was received \$3,725. The remaining receipts consisted of \$8,719.50 subscribed by members of the Cincinnati club, and \$3,570 subscribed by the Cincinnati Chamber of Commerce, and \$475.25 received from the sale of tickets.

Of the total cost, the people of Cincinnati contributed \$16,489.75; and the visitors \$14,230.

A few weeks after the San Francisco Convention in July, 1915, the International Board of Directors adopted resolutions establishing the business basis upon which the 1916 and future conventions were to be held. The Cincinnati Rotarians cheerfully accepted these conditions. The gist of these resolutions was: An International Rotary convention is a beneficial and profitable event for any city; the ordinary revenues of the Association are insufficient for the accomplishment of its regular work and the payment of the expenses of the annual convention would require a large part of the money received from per capita tax on members; all convention expenses of the Association should be paid by the convention city, their payment to be guaranteed by the Rotary club of the convention city; each person in attendance at the convention shall pay a registration fee of \$5 to be turned over to the Convention Executive Committee of the Rotary club and used for the expenses of entertainment (exclusive of the expenses of the Association); the convention city may add to the entertainment fund; all entertainment shall be subject to the approval of the International Board of Directors.

No change has been made in these resolutions and the method outlined in them will apply to the 1917 Convention at Atlanta, June 17-21, and subsequent conventions, unless changed by succeeding boards.

There were 3,591 registered attendants at the Cincinnati Convention. Reports from various Rotary clubs indicate that the attendance at the Atlanta Convention will be even greater. It would be the part of wisdom for those who contemplate going to Atlanta to begin their preparations now.

Probably there is no phase of the annual Rotary convention activities which presents greater difficulties than the arrangements for hotel accommodations. No perfect working system has been devised, and each year Rotarians must try to bring about a closer and more satisfactory cooperation between those who want accommodations and the hotel men.

The Atlanta Rotarians have supplied each Rotary club with illustrated folders concerning the hotels. It is expected that any individual or any club delegation wanting to reserve rooms at any hotel will make arrangements directly with the manager. The Atlanta Executive Committee will try to inspect and report upon reservations offered, if requested to do so, and to straighten out any misunderstandings that may arise.

All Rotarians going to the convention cannot get in the same hotel.

The custom in Atlanta, as in other cities in connection with large conventions, is to provide for "no advance in hotel rates for the maximum capacity of each room." If a room is large enough to accommodate comfortably two or three or four persons, the hotel reserves the right to place that number of men in it. In a few cases single rooms may be had at the rate for capacity. Unless Rotarians double up they may find it difficult to secure accommodations for the great crowd that will attend the convention.

In ordinary times a hotel will reserve a room simply upon request of a responsible person. During a large convention, however, the demand for rooms becomes so great that apparently the only way to handle the matter is to put it upon a cash payment basis. The man who wants to reserve his room

now, and is willing to make a holding payment, is entitled to more consideration than the man who merely wants to make a reservation with the privilege of cancelling it later without cost to himself.

Reservations should be made for the maximum number expected to be at the convention. Unreasonable reservations should not be requested. A club of 100 members will not need 100 rooms, probably not even 50 rooms.

Here are a few suggestions that are offered in the Rotary spirit of service to those who anticipate going to Atlanta:

Decide upon the hotel at which you wish to stop. Write the manager and tell him how many rooms you want and that you are ready to make a day's rental advance payment. Ask him for a list of the numbers and prices of rooms he will assign to you and for a floor plan showing their locations and dimensions. If the rooms designated are satisfactory, rush a check covering one day's rental per room to Bert Adams and get, thru him, a receipt covering these rooms. Then you may be sure that, regardless of any pressure brought to bear upon the hotel, the manager will not forget your contract. That is the business-like way to handle the matter—and Rotarians are good business men. If you cannot make satisfactory arrangements with the hotel of your first choice, follow the same procedure with your second choice.

Be sure to send to Albert S. Adams, Chairman Atlanta Convention Executive Committee, P. O. Box 892, Atlanta, Ga., a carbon copy of each letter you write to the hotel or hotels; and call Bert's attention to any particular items on which you would like his help.

Don't delay making your hotel arrangements.

Plan to reach Atlanta, without fail, either Saturday, June 16, or Sunday, June 17, so as to be there for the big get-together meeting in Piedmont Park Sunday afternoon.

Don't forget that the hotel man should be notified in advance of the exact time of your arrival—otherwise your rooms cannot be made ready for your occupancy.

Scientizing Acquaintance



NE of the objects of the Rotary club, as set forth in the Standard Constitution, is:

To promote the scientizing of acquaintance as an opportunity for service and an aid to success.

Science is exact knowledge of facts, classified and systematized.

Now, *to scientize acquaintance* is to have an exact knowledge concerning our friends and to classify and systematize that knowledge.

If we can say "systematize," why can we not say "scientize"? It is a word which Paul Harris coined! But, what of it? Who coined the word "standardize," which is in common use today but which wasn't in the dictionaries a few years ago?

Paul has given to us a good expression to convey the thought of what we do in the Rotary club. Acquaintance and fellowship in the Rotary club are different from acquaintance and fellowship anywhere else. Be the club large or small, the remark is not uncommon—"I never really knew these fellows until we got together in the Rotary club. Now we know each other as never before."

Well, that is *scientizing acquaintance*.

Let us hold to this phrase and make it known the world over as the fundamental of Rotary. If you would "love thy neighbor as thyself," you must first know him as well as you know yourself; you must have a *scientized acquaintance* with him.

Measuring and Using Time

By Philip R. Kellar, Chicago, Ill.

AUSE, sometimes, in the mad hurry to use up time, and think how vague and indefinite is this thing we call by that name. Only as we think, has time any meaning or any value to us. Only as we are conscious, does it matter whether today is today, or the yesterday of ages past, or the tomorrow of ages to come.

Time, as a unit of measurement for the human race and the world of which we are cognizant, is divided into periods of twenty-four hours of day and night, called days. And when 365 1/4 of these days have come and gone we say we have lived a year. And when three-score and ten of these years have come and gone, we say we have lived a lifetime.

The human concept of time is impregnated with the thought of dissolution, decay, and—death. The very effort to conceive of time as having had a beginning, includes the assumption that it must come to an end. Time is the effort to define and limit eternity—the indefinable and the illimitable.

But is it conceivable that a power, an infinite intelligence, a self-existent and self-sustaining cause, capable of creating the perfectly operating and immeasurable system which we call the universe, should think that each day brings nearer the dissolution and death of his creation!

The human conception of time is largely a cultivated, an educated, thought. The calendar of the new born babe is its sense of hunger. The first calendar of the savage, too, is a calendar of the stomach. Later he uses the coming and waning of the moon as his unit of time measurement. And still later he measures his year from rain to rain or from snow to snow.

As we progress in the line of enlightenment, we learn that the sun, and not some good or evil deity residing in it, governs the changing seasons of the earth's year. Then we define time in terms of the solar year, and think, in our pride of human wisdom, that we have divided eternity into small bits so that we can limit and comprehend it.

But to arrive even at this stage, it is necessary for us to think; and to that extent we have been living. Tho the process limits man's conception of himself as a human being by disclosing to him something of the nature of the infinite, this very disclosure lifts man somewhat out of his old human depths. The human effort to apprehend infinity works in this seemingly paradoxical manner.

The unfoldment of good is Truth's measurement of eternity. That is very different from the human thought of eternity as divided into time which has beginning and ending. In it there is little of day and night, of months and years; but much of good deeds that spring from good thinking.

Does not this thought give to Rotarians the key to their use of time? It does not mean that we shall select a certain day from the time measurement of the solar system and make some resolutions to do a few good things. It does mean that in the period which is measured by the infinite standard of the unfolding of good—in eternity—we shall resolve to do all things good. And eternity is now—always now.

That is an unattainable state of perfection, one objects. A state of perfection, yes. Unattainable? None can say that, with assurance of its verity, until he has made the effort. The ideal is perfect. We must strive to attain it. The struggle itself means a measure of success. Without an ideal difficult of attainment, there is no incentive, and no progress.

The perfect ideal of Rotary is perfect service. In what respect, except in words, does this differ from the statement that the unfolding of good is Truth's measurement of time? For good must be unfolded in deeds, and good deeds render perfect service.

Nationalizing the Immigrant

The Problem of Making Citizens Out of People from Other Lands

THE work of making citizens of the immigrants to any country is a problem of vital importance to that country. This is a problem of special moment to the people of the United States and, to a less degree, to the people of Canada. The problem is essentially the same in both countries and its solution undoubtedly depends, in the main, upon the application of the same principles and methods. The two articles which follow were written with special reference to American conditions, but the conclusions reached by the writers are equally applicable, in a general way, to Canada and to all countries which are receiving immigrants from other lands.

Frank E. Hering, author of the article, "Community Service in Americanizing Immigrants," is the president of the Rotary Club of South Bend, Indiana; chairman of the International committee

on Constitution in 1915-1916; editor of *The Eagle Magazine*, the official publication of the Order of Eagles, and a student of sociological and political conditions.

Edwin A. Rumball, author of the article, "Educate the Alien Laborer," is the general civic secretary of the Civic Education Association of Erie County, New York (in which is situated the city of Buffalo). He is in charge of Buffalo's Americanization campaign in which the Rotary club is taking an active interest. Mr. Rumball is an "Irish-Englishman" by birth; for ten years an American citizen; editor, lecturer, social welfare organizer. This article is a paper read by him before the Buffalo Rotary Club.

David Lefkowitz, author of "American Destiny and Citizenship," which is reprinted from *The Dayton Rotary Smile*, is a member of the Rotary Club of Dayton, Rabbi of K. K. B'nai Yeshurun.

Community Service In Americanizing Immigrants

By Frank E. Hering, Rotary Club of South Bend, Ind.

THAT Rotary means *service*—unselfish service—is a definition now universally accepted in the organization. Not what we can *get* but what we can *give* is the acknowledged dictum of our relation to others—whether individuals or groups of individuals. As Rotarians it is in this spirit that we must approach the problems of the community, of the municipality, of the state or province, and of the nation.

One of these problems in the United States, and a most important one, grows out of the great immigration that has been attracted, first by the agricultural opportunities offered in this vast domain of fertile lands, and, second, by industrial demands for labor. (Canada, also, has the same problem, tho in less degree.)

The former was not very grave. The new-comers, comparatively scattered and seeking permanent homes, were rapidly assimilated. They learned the language, accepted the ideals and became part of the nation—that is, Americans. As their

early earnings, relatively small, were required to make and maintain their own homes, little was sent abroad, except to bring over the remaining members of the family. Many, too, had come as virtual exiles driven from their native lands because of their love of liberty. These had emigrated in the spirit of the early American colonists. Hence, they were from the very start full-bred Americans.

It is somewhat different with the later immigrants who have come to take part in American high-pressure industrialism. These have been attracted by the higher wages paid here than in their own country, and often have been deceived by the representatives of large employers of labor, or the agents of steamship companies interested only in the passage money. Many of them came primarily to secure sufficient means to return and end their days in the land of their nativity. The object of nearly all such is simply to secure a material benefit, whether in the old country or in the new.

The conditions in which they find themselves offer neither inducement, encouragement nor assistance for Americanization. Congested in cities or camps, they form communities of their respective nationalities, rarely hearing or speaking English, because their foremen or "bosses" talk their own language. In their home life, too, if it can be called a home, they are completely out of touch with Americans. Many of them have no interest beyond accumulating funds and a return to their native lands. Some have families there dependent on them and with commendable motives send of their earnings to the old country.

Some indeed, have come to stay, and seek thru naturalization the privileges as well as the rights of citizens. But these are placed at serious disadvantage in realizing their ambition. Too often the only persons manifesting any interest in them are the political leaders who wish their help on election day and ignore them during the remainder of the year. It were a wonder if such as these should find anything attractive in Americanism! Their associations of home and friends are all connected with their native lands or, at least, with their own peoples.

There are millions of these in our country. According to the last census, thirteen millions—one seventh of all our people—were foreign-born. Of these, at least two-thirds are men in the prime of life—a wonderful asset if all are intelligent, loyal Americans; a source of serious danger, if they become unwittingly the dupes and tools of demagogues.

Raw Material for Citizenship

These millions constitute what may be termed the "raw material" for making the best kind of American citizens. They are, as a rule, industrious, economical, and thrifty. They possess energy, courage and ambition or they would not have broken away from home ties and braved the difficulties and dangers of seeking a livelihood in a strange, far-off land. Usually they are home-lovers, and their ideals are connected with the family, where they might rear their children in frugal comfort. What greater or more patriotic community service can an organization in contact with this element render than to assist these people in realizing such ideals, and thus aid in converting the

"raw-material" into good and serviceable citizens?

Doubtless, in every large city and in every industrial center, Rotary clubs find this opportunity for service open before them. South Bend Rotary finds it an inviting field and has been prompt to occupy it. In the large manufactories of that city, there are not less than 2,000 employees who can neither speak nor understand the English language. Safety warnings as to fire and accident are posted in many different languages, and the foreman or "gang boss" must be familiar with the tongue of those under him. Such as have families talk the native language at home. The children reaching school age indeed learn to speak and read English, but this makes only slight impression upon the adults.

Rotary Club Is Active

The Rotary club, in cooperation with other agencies and individuals, began the Americanizing work by securing a large, well-equip't play-ground primarily for the children, but with facilities for healthful recreation for adults also, especially the young people. Then, the school buildings have been opened for night instruction in the language and ideas of America. These schools are open six nights in the week and they are well attended. More recently arrangements have been made for instruction in the shops themselves. This has to be incidental and to a certain extent intermittent. It chiefly consists in impressing upon those who can act as interpreters, the advantage of improving every opportunity to give object lessons in language, and also to present the duties, privileges and rights of American citizens.

The educational authorities are cordially cooperating with advice and assistance. Rotary's part is largely thru individual influence. Each Rotarian is expected to interest not only himself and family, but all with whom he is in contact, in the great work of Americanizing these "strangers within our gates." Manifestations of sympathy, assistance in trouble, guidance and direction given directly or indirectly, are effective means for fixing the affections of these people upon America and American ideals.

That a necessity for this work exists is proved by the events of the past two

years. The natural sympathies of these alien-born peoples for their respective nationalities not only led thousands to leave what they evidently felt was but a temporary sojourning place, and return to fight the battles of their native land, but aroused the sympathies and animosities of other thousands who remained in America, to become propagandists for what they evidently regard as their home countries. There need be no quarrel with

sympathy for the land of one's nativity; but it should not be indulged at the expense of the nation which shelters him and offers opportunities for his own future and that of his family. Complete Americanization may leave the sympathy untouched; but it permits of no divided allegiance. To do all in their power to perfect such an Americanization is a patriotic service that should especially appeal to Rotarians.

Educate the Alien Laborer

By Edwin A. Rumball, Buffalo, N. Y.

WE HAVE more than three million foreign-born whites in America who are 21 years of age and up, holding legal allegiance to foreign powers, most of them working in those states where we manufacture our munitions. Most of these men are too ignorant of the American language to know what America stands for.

The bitterest strikes in recent years have been Lawrence, Little Falls, Youngstown, Colorado and a few others. They were mostly non-English-speaking strikes.

The practice of Safety First has forced manufacturers to count the teaching of the language a legitimate cost of industry. It costs less than illegitimate injuries. Records kept in one factory show that 80 per cent of the injuries were among the non-English-speaking, who constituted only 34 per cent of the staff. Another factory reduced injuries 54 per cent and was able to dismiss all its interpreters after starting classes in English.

Labor overturn is always a heavy expense. It is *very* heavy these days. In the coal regions it costs \$35.00 a man; in the higher industries often as much as \$86.00 a man; and the average strikes a little above \$45.00 a man. There is no *one* cure-all for it, but those who have tried the plan of teaching the language, say that it pays in stabilizing and reducing tramp labor.

Migration After War

We have fairly definite knowledge of a



Edwin A. Rumball

large emigration from America to Europe, booked to take place immediately after the war. The most conservative estimate speaks of 500,000. Take a census of your plant on the question and you will find, as others have found, that it will vary from ten to twenty per cent of your foreign workers. European governments will try to stop emigration and the demand for labor in Europe may make it small anyway. If labor is to be stable, efficient, and reliable, more than it is today, it must be *made* so.

The introduction of labor saving machinery will not take care of the matter entirely.

Now let me come to my subject. It is this: Educate the alien!

First, let us stop "doing things for the foreigner." He did not come here for our charity. He is not a dependent. More than 83 per cent of the immigrants come here between the ages of 14 and 44, the big productive years. And when he looks around for an almshouse, he waits longer than the native. The native goes in at an average age of 45, the immigrant not till he is 56!

More than that, he brings more than his cost with him. Did you ever think that it costs about \$1,000 to train an average American child to the age of production? Well, every immigrant whom we did not educate, train and discipline, makes a net contribution of that amount to the country if he is of age.

Teaching him the American language is not "doing things for the foreigner."

It is something that the U. S. requires before he can be a citizen. It is not a question primarily of doing him any good, altho of course, it does that, it is a *social* requirement. Every illiterate and non-English-speaking alien is a cause of national indigestion: This body politic cannot assimilate new peoples unless they have the language as a medium thru which the great assimilative factors can work.

Opposes Literary Test

Second, let us stop talking about "the literary test." The present shortage of labor alone ought to kill it, but a few persons will still want to use the pulmotor on it. It is an ordinary American "get-it-done-quick" test and as often happens, it is a lazy test. Let the present laws of restriction stand, and then let us have a national policy like the Canadians, only adapted to our different needs.

Let the illiterate in, but after providing national, state, and municipal facilities for him to learn the language, give him five years to learn it. He can learn it for all working purposes in twelve weeks. Then if he is still illiterate, let him be liable to deportation. That gives him an American chance and a square deal and judging by the way they take the chance, that manner of stimulation will create very few deportations for that cause. I will not say more on that head for it is a subject by itself.

It Is the Thing To Do

Now, why should we do it? Because it is the American thing to do! Let that appeal to your idealism. Because it pays! Let that appeal to your pocket. Because it will increase his earning power and efficiency! That appeals to both idealism and the pocket. Because we have got to do it, in self protection! That appeals to something else.

You remember the story of the lecturer in the South who, on learning that tuberculosis was on the increase among the colored folk, said to his audience: "That is good news; therein is the long sought solution of the negro question. Let 'em rot!" The old darkie janitor of the hall called out "Mebbe, massa, but we won't rot alone!" It is not only a question: what shall we do with the immigrant, but what will he do with us.

Some of the better restrictionist books are not without reasonable basis, when

considering the faulty manner in which we treat the immigrant today. The only trouble with such books and such scholars is that they have more knowledge of what past history teaches us to beware of in the migration of nations than they have of the factors of assimilation that do exist, and can exist a hundred times more, in the nation today.

There are a score other good reasons. Nothing will break up the ghettos, colonies and "Little Italy" towns and Polish towns quicker than a knowledge of the language. Such groups are the natural result of ignorance of the language as much as the existence of the American quarter in European cities. The Irish and German colonies have nearly disappeared, and so will Polish town and Jewry when the inhabitants have the language. Then you can more logically start the much preached "movement to the land."

Benefit to Business

It will benefit business. Immigrant women will come out to American stores. American newspapers will be bought and, judging from past experience, it will not crush the trade of the 1,500 foreign newspapers either. Folk from the old lands will always like to read the press issued in the old tongue. As we progress we add far more than we substitute.

I could go on to show how it will benefit the church they mostly adhere to, and for that matter all churches; how it will benefit the schools and the farms and hasten constructive legislation, and reduce the menace of peasantism.

Let us no longer be deceived by that myth-making element in human nature that always paints the past golden. With regard to the immigrant, it has led us to tell the praises of the North and West European immigration of the years before 1881 and deprecate the standards of the present immigration from South and Eastern Europe.

Before we say these things again, let us go back and see for ourselves what immigrant life was like when the Irish and German and others first came. You will find many a good page in Prof. Hourwich's "Immigration and Labor" in this connection. We have hardly any, if any, unhealthy living conditions today as were existant among those first immigrants. The law would not permit it,

and what is of more importance, the modern immigrant would not stand for it. Hours are better, real wages are better, housing conditions are better, and their dependency and delinquency is not costing us yet as much as the same things among the Irish and Germans are costing.

This is not turning the tables. It is not the fault of the old immigration; it is our fault. It is not to the praise of the new immigration; it is to our praise. We have raised some standards, both at the port of entry and in the conditions of labor.

Teach Him How to Talk

Last. How? Teach him English by the simple modern methods now in use in Detroit, Los Angeles, Rochester, and other progressive cities; not grammar, syntax and principles first, but vocabulary *acted and spoken*, before read and written,

and in the terminology of his job and the things that he will see and do each day. Actual experiment has proved that an ignorant factory hand can be made literate in twelve weeks after 60 lessons, at an average cost to an average city of about \$7 a man. Figure up what he contributes to the country, by coming over able to produce as soon as he lands; then figure up what you can save on the reduction this will give to labor overturn, and after you have counted all the thousands, ask yourself if it is worth seven dollars!

Buffalo will do this this winter and seeing it was a group of business men who started us thinking these things, we have no doubt Rotary will be back of the movement. We have a task to teach the 35,000 in this city who do not know the American language, but men are not phased by a man's job.

American Destiny and Citizenship

By David Lefkowitz, Rotary Club of Dayton, Ohio

ACH nation of the world is, by its special conditions of geographical location, natural resources, and the character and physical, spiritual and intellectual heritage of its inhabitants, destined to play a well-defined part in the symphony of mankind. It is well that a nation become conscious of its part that it may read its score in the orchestration of humanity correctly. The American Rotarian, with his natural eagerness for civic and national worth and efficiency, should be clear at the outset on the question of American destiny and then should ascertain what kind of American citizenship will realize that destiny. To present these two questions briefly is the object of these paragraphs.

From all the past history of this continent and especially of these United States, does it not appear that here Providence wanted freedom and democracy to be given their fullest and best trial? Here settled men and families, escaping from the bigotry and tyranny of the Old World, who were bent on creating a form of government that shall not be one of privilege but of right; that shall recognize not the divine right of any potentate, civil or ecclesiastical, but the divine right of a human being; a government that shall be

of the people, by the people, for the people.

Here settled the staunch and freedom-loving Anglo-Saxon, hating tyranny, and here he gave blood and treasure to found this republic and more blood and treasure to maintain it unbroken. Here, too, came those who had suffered for the rights of conscience, the Puritan in New England and the Catholic in Maryland. And for the rights of conscience men like Roger Williams spoke and workt until, thru the fundamental documents of the Declaration of Independence and the constitution, the freedom of the body and the liberty to worship God according to the dictates of conscience, were not only academically announced but legally sanctioned. It became the land of the free, par excellence.

Land of Opportunity

It became also the land of opportunity. Here, at last, the strata of society were not adamantine and unchangeable. The man that was born at the bottom of the ladder, could, by thrift and honesty, rise to the highest rung. Here a rail-splitting clodhopper of Illinois could rise to the presidency. Here a newsboy, like Garfield, could reach the honors of the White House. The grip of caste and station and birth

was for once loosened on earth and the plain people, unrestrained by greed of rank and kinship and nobility, could at last come to their own.

The Mother of Exiles

But its destiny seemed further to make this land the Mother of Exiles. From every land the victim of persecution turned to these shores with hunted eyes, and French Huguenot and German Forty-eighter and Irish Sin Feiner and Russian revolutionary found refuge from the blood-hounds of the church and the state. All who had rebelled at the undue restraints of government in the Old World knew that the trail of their flight in case of need would end at the harbor of the new world over which the statue of liberty presided in glad welcome to "the tribes of the wandering foot and weary breast." Here the flag of this country protected them and the hunter was forced to turn back.

Also the victim of religious persecution came here, especially in the last years of the 19th century after the cruel claws of the Russian Adam Zad, the bear that walks like a man, had torn his flesh to the very heart. Here the hunted and hated Jew, fresh from Kishineff's massacre, could at last lift up his eyes and walk like a man, without shuffling and cringing, and daily mingle with his orisons a fervent prayer for this sure haven of rest. Verily it has been for the last four centuries the Mother of Exiles.

A Glorious Destiny

It is a glorious destiny that has come to this continent which Columbus drew out of the Sea of Darkness. How shall this destiny continue to be realized so that this government of the people and by the people shall not fail out of the earth? How shall the spiritual treasures of America be conserved? Shall it not be by fostering the spirit of pure and unadulterated American citizenship, not Christian, or Jewish, or Mohammedan citizenship, which divides us on the basis of religious creed—but *American citizenship* at its highest and broadest and best?

And if you ask, of what does American citizenship consist, I answer thus briefly: American citizenship receives its perennial inspiration from the great initial documents of this republic, the Declaration of Independence and the Constitution of the

United States, and from the ardent utterances of that galaxy of patriots who fashioned the principles fundamental to those documents. It remains vigilant to combat all tendencies that shall nullify those broad principles of civil and religious liberty which were laid down in the early days of the republic; fighting down Know-nothingism or any other "ism" or scheme that will unite one section of the population of this land over against another on a religious, or racial or class basis. American citizenship endeavors to keep this country the Mother of Exiles and its shores hospitable to those who flee from religious or political persecution or who seek honestly opportunities that do not exist for them in the Old World.

An Unescapable Responsibility

But American citizenship feels a very vital and unescapable responsibility to Americanize these newcomers, not by exploiting them in the railroad gang and mines and at the ballot box, not merely by making them hewers of wood and drawers of water, but by educating them in the language of this country and the history and government of this land.

American citizenship, while demanding liberty of conscience, and freedom of the body, also insists upon self-control instead of license, obedience to and respect for law instead of the tendency to evade the law and disregard it.

American citizenship is single-eyed for honest government, deems the ballot box a holy of holies and the suffrage a divine service.

American citizenship then becomes a title of nobility above all the insignia of monarchial lands, the title of the worth of a human being. And when a large majority of the people of this land of liberty will catch the inspiration of that kind of American citizenship, then will this experiment on the American continent of true democracy not fail from the earth, then will the land fulfill its destiny in the family of nations as the land of continued and ever-growing civil and religious liberty, the land of opportunity and the Mother of Exiles.

May God in His mercy so guide this land and so lead its people to true American citizenship, that "government of the people, by the people and for the people shall not perish from the earth."

Forest Hills Gardens Suburb

By Wilhelm Bernhard, Rotary Club of Chicago, Ill.

Rotarian Bernhard, in this, the fourth article in the series of articles on industrial villages, has described a garden city in America, which is not, strictly speaking, an industrial village, but which illustrates how the principles of industrial village development may be utilized in other developments.

FOREST HILLS GARDENS in the Borough of Queens, Long Island, New York, while not being in any sense an industrial village, has been placed among these articles because the principles of town planning as applied in this development are essentially the same as those being practiced by the modern town-planners of England and Germany. Besides, it surely will interest Rotarians, since it is one of the most attractive villages in America.

It is intended for decidedly well-to-do people, but is laid out after the fashion of garden cities and industrial villages, demonstrating that our modern town planners have succeeded in establishing basic features and principles which, when rightly applied, have great elasticity in being adaptable to any town and city planning scheme and therefore capable of having a very far-reaching and beneficial effect on the future of our growing towns.

As said, Forest Hills is essentially a village or colony for well-to-do people; that is, for people who have enough money to live in houses way above those that an average workman, even the highest paid, could afford to acquire. It is

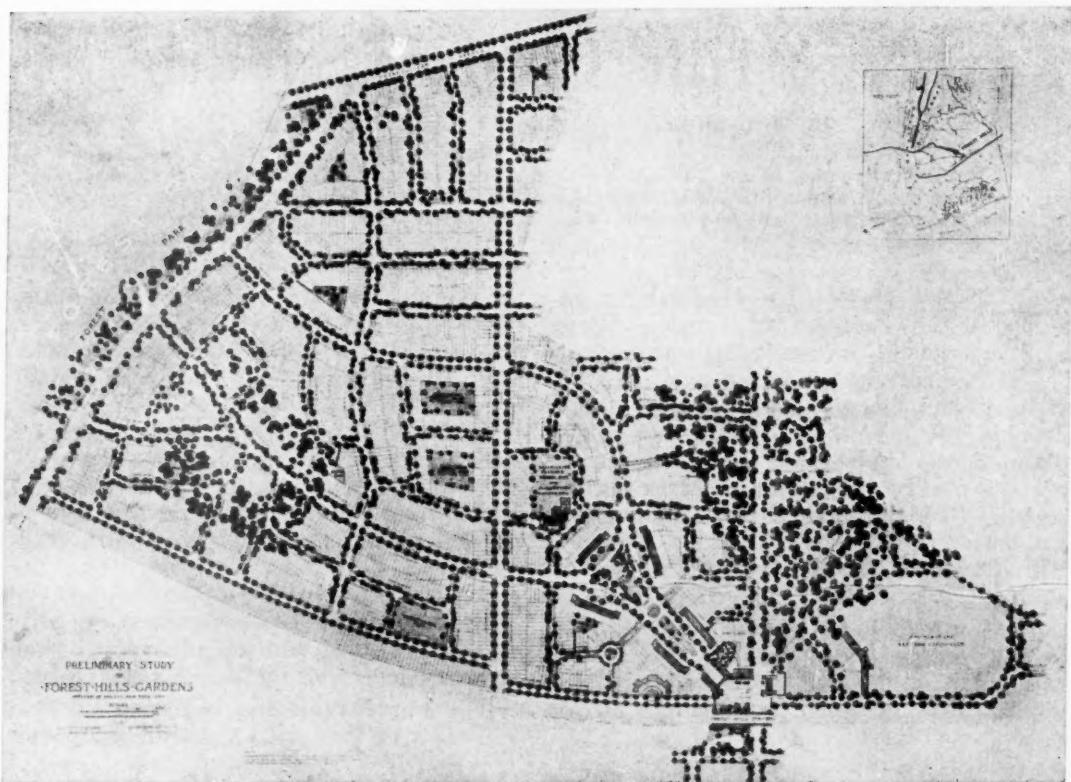
the work of the Russell Sage Foundation, which was incorporated in 1907 with an endowment of \$10,000,000 donated by Mrs. Russell Sage, for "the improvement of social and living conditions in the United States of America." The charter says: "It shall be within the purpose of the said corporation to use any means which from time to time shall seem expedient to its members or trustees, including research, publication, education, the establishment and maintenance of charitable and benevolent activities, agencies and institutions, and aid of any such activities, agencies or institutions establish."

The Forest Hills site, which is situated within a quarter of an hour of the center of Manhattan Island, has been systematically developed along the lines of modern town planning. The roads, boulevards, gardens, parks, and approach to the tower of the Station Square, present a delightful picture to the visitor. The houses are grouped well, with charming loggias, balconies, etc. Architecturally, they represent a fine example of what forethought can do in planning a town.

Forest Hills Gardens covers a tract of 204 acres. The buildings erected are at-



A charming group in Forest Hills Gardens Suburb



Ground plan of Forest Hills Gardens Suburb

tractive, comfortable and substantial, and the management of them is in experienced hands. The realization of well-prepared plans was insured in advance thru the financial backing of the undertaking.

The whole developt tract is centered around the Station Square where one arrives on the new line of the Long Island Railroad, about nine miles from the new Seventh Avenue Terminus of the Pennsylvania Railroad in New York City. The Station Square is directly at the entrance of the estate. Here is seen the Forest Hills Sun, an all-year-round home for the busy man. It is an apartment house and owing to its location, offers fine possibilities for the city workers to enjoy the charm of the country. The Station Square is the business center of the community. Grouped around an arcade are the shops that supply every possible want. In the center of the Square is a charming fountain.

An attractive building for the common use of the inhabitants of Forest Hills has been designed. It contains one hundred and fifty rooms with and without baths, arranged singly or in suites. Spacious reception and smoking rooms, dining room,

open loggias, and a tea garden are some features of this institution. Billiard room and tennis courts have been provided for. The rates are from \$14.00 to \$18.00 a week.

Adjoining the Sun and overlooking the Square is an apartment house containing twelve housekeeping apartments of three, five and six rooms each, with baths.

From the Station the main streets radiate, leading into the residential parts of Forest Hills Gardens.

Among the houses erected there will not be found, as mentioned before, homes suitable for the laboring man or the lower-paid mechanic. This was impossible to do because of the high land-value due to the location of the development. The larger number of houses erected are continuous, or block houses. These houses are situated in the more central portion of the estate, while further away we find the detacht and semi-detacht type of dwellings grouped in different fashions, sometimes around a court which then is transformed in an attractive garden. The larger single family dwellings contain ten or twelve rooms, and the smaller contain four or five. While the houses vary in

size, arrangement and cost, an attempt has been made to preserve a certain unity in their appearance. Such a development is only feasible when the entire scheme is laid out and extended under one expert or under a system of cooperation by various experts.

In the matter of construction it must be said that the company has thought it wise to build in a more than ordinarily substantial manner, believing that the additional cost involved in using better grade materials and ways of construction would be justified by the lessened cost of maintenance.

The main thorofares are mostly direct, but seldom is the straight, monotonous line used. These streets have an ample width, whereas the residential streets have been planned to meet the purpose of quiet homelike surroundings.

Certain areas have been set aside for the common use and enjoyments of the residents. In the immediate neighborhood of Forest Hills Gardens is Forest Park, containing such features as golf-courses, etc., so that it was not necessary to provide for any parks in the development, but in spite of this, a public green has been provided at the point where the two main avenues divide, not far from the central part of the estate.

In addition to this, several blocks contain private gardens which are intended for the enjoyment of smaller children.

From a financial point of view, Forest Hills Gardens is not a charitable institution. It is a business enterprise in which certain trust funds have been invested in the definite ex-

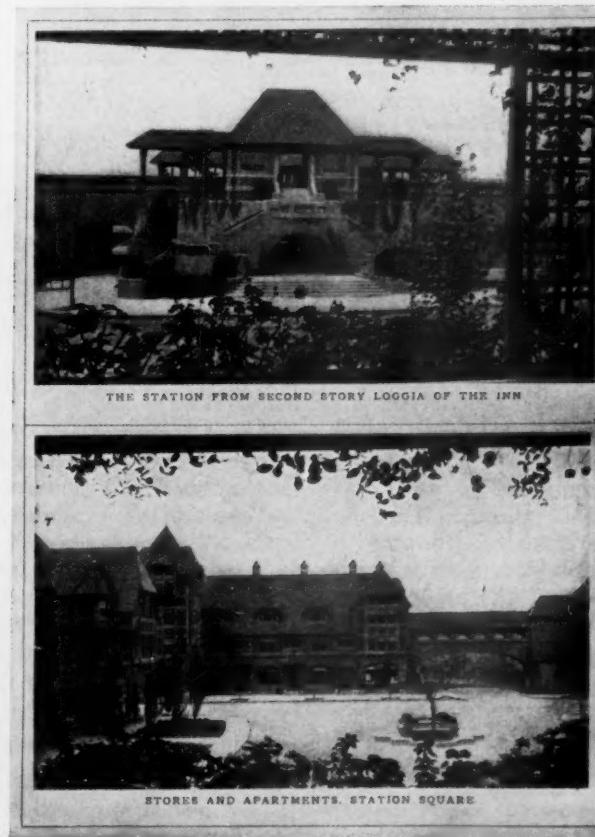
pectation of securing an adequate business profit and the aim has been to attain a more attractive general plan and better types of houses than those commonly found in commercial land development. Owners of land elsewhere could not be expected to follow the example of this company unless it showed a profit satisfactory to the average investor.

The company gives notice that it will accept "only persons who will, in the judgment of the company, help to maintain its standards and carry out its aim in creating a homogenous and congenial community."

The terms under which vacant lots are sold are very simple. A cash payment of 5 per cent is required for any purchase of lots; the balance may be paid in one hundred and twenty equal monthly installments, which include payments on account of principal and interest on unpaid balances at five per cent. Houses designed by able architects are offered for sale upon a cash payment of 10 per cent of the selling price of house and land.

An interesting experiment has been tried in setting aside in the center of one of the blocks an allotment garden and recreation grounds. There are many people who would like to experiment with a garden, but who are unable to procure the necessary area in the ordinary developments, either because of lack of space or fear of the risk of additional investment in ground.

This block is leased in allotments for a period of ten years with certain rights to extend at a rental based on the wholesale price of the land. It is intended for the



Pleasing architecture in Forest Hills Gardens Suburb

use of all the people in the neighborhood, partly as a private park, partly for allotment gardens. The principles evolved herein are sound and worthy of adaptation in other developments. They have demonstrated in the course of years the advantage to the lot owner of having protective restrictions which tend to encourage and preserve the residential character of a neighborhood, restrictions in regard to grouping and spacing of houses, the area to be left unoccupied, the open space between each house. These restrictions are wisely and orderly set forth in the company's rules.

All these things tend to increase the comfort and pleasantness of life as the residences lend charm and character to the street perspectives, and to the appearance of the property as a whole, an interest and variety of a kind seldom achieved where the houses are either all detached or all in blocks, in a dreary monotony, so typical of most of American cities.

There is nothing gained by the old-fashioned way of doing things. On the contrary, such communities are bound to lose in the long run, in competition with those planned along modern lines. It is an old saying that people flock to cities where the laws are just and right. The same rule applies to towns and suburbs.



Street "pictures," that charm in Forest Hills Gardens Suburb

The success of such model communities as Forest Hills Gardens should be proof to anyone who has land interests, that it pays to plan and build in a thorough, efficient way, just the same as any Rotarian would conduct his own business affairs. The trouble in the past has been that, in most cases, individual landowners have disfigured naturally beautiful estates, not because they intentionally wanted to make them ugly, but because, in the absence of any general knowledge of town-planning and housing fundamentals, they have approached these things in an

amateurish way. They have thereby committed mistakes not only detrimental to their own pocketbooks, but have often created abnormal conditions which will cost infinitely more to rectify than it would have cost to have had a careful survey of the grounds taken and plans prepared in advance.

There is no excuse today for doing things in the old way. No business can succeed on this basis. We have had our experience and are getting wise and gaining knowledge from the lessons and if we take advantage of this in the future, we will not only be far better off financially, but we, at the same time, will have performed a service not only to our families, but to mankind as a whole.

We are fully persuaded that to be a real Rotarian is to accept unconditionally the sacred purpose of living that we may serve others. The halo of Rotary rests on the men who, in their short journey in this life, continually help others to be healthier, happier, or more useful. Every other effort is lost motion, transmission trouble, or back fire. Every legitimate business is an asset to civilization; every Rotary smile makes this world more pleasant, every kind word is an inspiration.—*Toronto Rotary Club*

Health and Efficiency In Diet

By Wm. O. Spencer, M. D., Rotary Club of Portland, Ore.

HT WAS the great Grecian philosopher, Socrates, who said, "The bad live to eat and drink, but the good eat and drink to live."

Man, as well as all other animals, may be said to be born hungry. The hunger impulse or instinct is the first and strongest to manifest itself and remains a constant factor to the end of life. Not only do we have implanted in us a strong and lasting desire for food, but keen enjoyment is experienced in satisfying this desire. This is a wise provision of nature to insure the exercise of the all-important function of eating and drinking.

While lower animals are guided by instinct in the choice and amount of foods eaten, man is expected to use his intelligence in the exercise of this function. Our comfort and general well-being are dependent to a material degree upon a wisely chosen diet. Scientists tell us that the character of a man's food practically determines what he is, and according to authorities on natural history this is true of all animal life. Numerous examples might be cited to show the manner in which the various tissues of men and animals are influenced by special kinds of nourishment.

The most important basic substances of which man is composed consist of nitrogen, carbohydrates, and fats; and it is essential that we take in these to be assimilated, together with two other important constituents, namely, drinking water and nutritive salts.

The Food of Man

1. *Nitrogenous substances*, or *proteins*, which are found in large proportions in meats, fish, eggs, and certain vegetables.

2. *Carbohydrates*, which include sugars and starches, and are found chiefly in vegetables, nuts, fruits, and grains.

3. *Fats*, which include butter, fats of meats, and vegetable oils.

4. *Mineral matter*, which occurs in food principally as salts, such as carbonates, sulphates, phosphates, etc., these being essential in tissue building.

Water is classed as a non-nutritive food, yet it is the most important portion of

our diet as is attested by the fact that nearly two-thirds of the body-weight is due to water. Until recent years our teaching has been not to drink while eating, but late authorities advise the drinking of water in plenty with meals, but in such a way as not to preclude the thoro mastication of the food. Ice water is not to be commended, owing to its chilling effect on the lining membrane of the stomach and consequent interference with the process of digestion.

Food has a two-fold function: First, to rebuild tissues that are constantly being wasted; second, to furnish energy either as heat or as muscular work. The tissue builders are *protein*, or *nitrogenous foods*—lean meat, fish, egg-albumen, casein of milk, wheat gluten, and the proteid portion of vegetables. The fats and hydrocarbons very largely furnish the energy we use.

Mineral matter is essential for the development and maintenance of bone and for the important part it plays in the waste and repair of all tissues of the body. With the exception of sodium chloride (common table salt), an average mixt diet furnishes a sufficient quantity of mineral matter for the needs of the body. In foods there are various minerals beneficial to the system. Among these are calcium, chlorine, iron, magnesium, phosphorus, potassium, sodium and sulphur, occurring principally as salts. These are essential to health, as nutrition would be deficient without them, and therefore it is well to see that they are always present in our daily food.

One of the elements, namely, phosphorus, enters rather prominently into the composition of certain portions of the brain and nerve elements. An article of food that is supposed to be especially rich in phosphorus is fish. Hence, the popular notion that fish is distinctively a brain food. Scientifically, however, this is more fancy than fact.

Food Value of Alcohol

Authorities are generally agreed that small quantities of alcohol are oxidized in the system, and consequent energy pro-

duced largely as heat, but to some extent as muscular work; hence, it may be said to be a food. However, it cannot be stored in the body for future use. Alcohol differs from other foods in two respects, namely:

1. Under no conditions can it serve to repair or build tissue.
2. It acts as a drug as well as a food. In fact, its action as a drug far outweighs any value it has as a food. Any food taken in excess may be harmful to health and well-being, but in the case of alcohol such effects are proportionately greater, owing to its action as a drug.

The combustion of food in the process of digestion and assimilation changes its latent energy into kinetic or actual energy in the body as heat and muscular power. This energy is known as the *heat or fuel value* of food, and is express in the terms of a *heat unit* or *calorie*. A *calorie* is the amount of heat necessary to raise the temperature of one kilogram of water from 0° to 1° C., or one pound of water 4° F. This unit is taken as the basis of calculating food values, and the resulting figures are based on what is termed the coefficient of digestibility: namely, the average proportion of the food that is digested and absorbed, and therefore available for the body needs. In an ordinary mixed diet, it is estimated that 91 per cent of the food is entirely digested and transformed into energy.

Body's Food Requirements

This brings us to the subject of food requirements of the body. No one rule in this regard will apply to all persons, there being many factors to be considered.

1. In general, a large person requires more food than a smaller one.

2. Thin people have a greater demand for food than fat people, owing to the relatively greater extent of body surface for heat radiation in the former than in the latter.

3. Work and exercise increase the food requirements.

4. Children require more food in proportion to body weight than do adults on account of the relatively greater body surface, more activity and growth.

5. The proportion of food digested and assimilated varies in different individuals.

Investigators pretty generally concede that the average man at work requires

about 3,000 calories of food daily. They are not so well agreed as to the relative amounts of protein, carbohydrates, and fats best suited for the needs of the human economy. Without more exact and definite data on this subject, probably the proportion of nutrients taken by the average healthy person is the best and safest guide, these being as follows: 5 oz. fat, 3 1-3 oz. protein, and 12 oz. carbohydrates.

Eating of Meat

There has been much discussion as to the quantity of protein in the form of meats best suited to the average individual, and the question is still an unsettled one. There are many people who advocate eating no meat at all. While it has been shown that there is no advantage in a meat-free diet, but, in reality, a disadvantage, an excess of meat is likely to lead to severe digestive disturbances with resulting evils to the system, for the reason that meat undergoes decomposition more readily than other articles of food, and thus is likely to give rise to certain toxic materials within the alimentary canal. The resulting evils therefrom range from headache and general discomfort to ptomain poisoning. On the other hand an excess of fats and carbohydrates, while capable of supplying to a large extent any deficiency in the proteins, is likely to add too much adipose tissue and not enough muscle in many instances.

However, excepting in cases of naturally too fat, or too lean people, each individual is at liberty to eat largely of one or other of the three classes of food without doing undue violence to his health or well-being, altho a well-balanced diet is most conducive to comfort and efficiency.

As a matter of fact, most dietary troubles come more from *how much* we eat than from *what* we eat. This is especially true of brain workers. While no evidence has been adduced to show that any particular kind of food is indicated in the case of brain-workers, the *quantity* of food eaten is an important consideration with this class of people, as over-eating interferes with the best work of the brain for the reason that the digestive organs require an abundant supply of blood to carry on their work, and this detracts from the blood supply to the brain.

How Often to Eat

Regarding the question as to *when* to

partake of food, it is a pretty good rule to eat when you are hungry. However, it is well to have meals at regular intervals. In some of the European countries it is the custom to eat five times daily. On the other hand some people advocate eating only twice a day. In my opinion, however, from the standpoint of both health and convenience, the usual habit of America of eating three times a day is more advisable than either the two-meal-a-day or the five-meal-a-day custom.

In conclusion permit me to quote from one of our best authorities on this subject.

For people in good health and with good digestion there are two important rules to be observed in

the regulation of the diet. The first is to choose the things which "agree" with them, and to avoid those which they cannot digest and assimilate without harm. The second is to use such kinds and amounts of food as will supply all nutrients the body needs and at the same time avoid burdening it with superfluous material to be disposed of at the cost of health and strength. For guidance in this selection, nature provides us with instinct, taste and experience. Physiological chemistry adds to these the knowledge—still new and far from adequate—of the composition of food and the laws of nutrition. In our actual practice of eating we are prone to let natural instinct be overruled by acquired appetite, and we neglect the teachings of experience. We need to observe our diet and its effects more carefully and to regulate appetite by reason. In doing this we may be greatly aided by the knowledge of what our food contains and how it serves its purpose in nutrition.

The New Year

Far be it from me to persuade you
In pledges yourself to involve.
You'd recall, later on, that I prayed you
To make that outrageous resolve.
The sluices of wrath you would open
On me, in your angry dismay
At the vow you so swiftly had broken,
To which I had forced you today.

But if, like myself, you're inclining
To the making of vows at this time,
There is one you can set about signing;
And breaking it won't be a crime.
It's the only resolve that I'm making;
I'm anxious to be joined by you;
It's stiff—mighty stiff—and it's taking
The best that we have to be true.

I shall try to spend the year smiling,
With a word of cheer for my friend;
And smile on smile be piling
The year round, beginning to end.
I shall try to spend the year giving—
Time, goods, all I can spare;
I shall try to live so that in living,
My life with my fellows I share.

I shall look to the silver lining
That's found at the back of the cloud;
I shall strive for the best, nor follow the worst,
Tho I'm working against the crowd.
Well, there is a pretty tall contract;
A tidy fine height to attain.
But it's worth aiming high, if only
We climb to a half-as-high plane.
—E. R. Streat, in *Manchester Rotary Life*.

Hobbies That Pay

Bookbinder Bill and His Folding Duck

Reported by Wm. A. Graham, Jr., Rotary Club of Seattle, Wash.

The hero of this "Story of Poor Bill, the Duck Shooter" is Wm. R. Johnson, bookbinder member of the Rotary Club of Seattle, manager of Wm. R. Johnson, Co., Inc. Bill never misses a chance to get in a little shooting, and the folding decoy ducks mentioned in this tale are the result of an inspiration which came to him while on one of these trips. It is a real hobby that pays. The decoys are used quite generally over the United States and Canada.



shooting grounds, and sometimes he shot a few wild ducks. Then Bill would gather in his decoys, beat it back to the station and hurry home to get a little sleep before getting back on the job Monday morning.

One evening after it was too dark to see to shoot, the time came to gather up that awful load and walk with it more than a mile thru mud and water knee deep. The poor Nut, cold, wet, hungry, surrounded by a sea of mud and tide water, thought he was alone in his misery. But he heard a small voice ask, "Bill, why do you do this thusly?"

Bill suspected it might be Guardian Angel, tho he didn't know he had one, but he refused to commit himself. So he countered with the question, "Whadd'y mean, thusly?"

"I've been watching out on some place like this with you every Saturday and Sunday during the shooting season for seven long years," answered Mr. Guardian Angel, "thinking that each harrowing experience would surely cure you and that the next Sunday I could hover over you in your cozy home. I read your mind just now and saw that you intended to come again next Saturday. Then

I thought it time to give up and start guard-
ing some fellow

Bill was a poor Nut who work hard all week and went out each Saturday, loaded down with 60 lbs. of wooden decoy ducks, besides his gun, shells, and necessary hunting clothing. He workt his head off getting his outfit to the

who plays pinochle or bridge. But first I want to ask a question.

"Why do you carry decoys made of wooden blocks, weighing five or six pounds each, when the outside shell is all the duck sees?"

Bill Nut was flabber-gasted for a minute, but the chill got out of his thinker and he talked fast and to the point.

"Old Sport," he said, "if you'll stick by me and not turn me over to some Guardian Angel who might make me play golf, I'll invent the lightest and best decoy ever known, one that will satisfy every shooting Nut in the country. I'll make it out of waterproof fibre paper. The only wood about it will be a quarter-inch float inside."

"That's the idea," the G. A. said with joyous laughter. "Just a waterproof paper box made in the shape of a duck, of mate-

rial that will stand a season's wear, with a beautiful lithographed reproduction of a duck on it."

So Bill hurried back home and got busy. The first folding paper decoys he sold, upset in stormy weather. Finally he hit upon an ingenious little balanc-ing device in the shape

of a bullet moulded onto the end of a ten-inch stiff wire, fastened to the back end of the board float. This, with a lead string winding anchor to be attacht before the decoy is thrown out, has convinced the most skeptical that a good decoy need not weigh more than six ounces nor cost more than a quarter. And a dozen of them can be carried in the hunting coat.

Bill goes duck shooting every Saturday and Sunday and holiday during the season and his satisfied G.A. goes with him.



The Returned Goods Evil

By W. R. Hotchkin, New York City, N. Y.

With an introduction

By Emanuel Meertief, Rotary Club of Montgomery, Ala.

T he meeting of the Dry Goods and Women's Clothing section at the International Rotary convention in Cincinnati, I was requested to discuss the question of the returned goods evil. After making a few remarks, I read a paper written by W. R. Hotchkin who was the advertising manager for John Wanamaker for many years, and for three years advertising director of Gimbel Brothers. I regarded his paper as unique. It was the first time I had seen the subject treated from the viewpoint of the public; and I agree with Mr. Hotchkin that the public is as vitally interested in getting merchandise that has not been handled, or out of the store, as the merchants are concerned about not having goods returned.

The question is indeed a serious one, especially in the larger shops where prevail Marshall Field's old idea that "the customer is always right," and John Wanamaker's idea of unlimited service and consideration for the customer.

It seems scarcely necessary to call attention to the many abuses to which store keeping is subjected by those who return merchandise. Many thousand dollars' worth of merchandise are sent out on approval to customers, who have no idea of keeping them, and who subject the merchant to the needless expense of giving service.

In addition to this abuse of a courtesy, there is the fact that merchandise of a delicate and perishable nature, when returned to the store, is never received in the same salable condition in which it was sent out.

Is it not time to think somewhat of service to the shopkeeper, as well as to

the customer? Many merchants in our larger cities have banded themselves together and have adopted certain rules and regulations covering the return of merchandise. They give good and sufficient reasons for these rules. Their advertisement usually is signed by all the best merchants. I believe this is the most generally adopted plan in all cities where the effort is being made to overcome this menace to the fair and legitimate profit of a merchant.

Mr. Hotchkin conceived another plan for fighting the evil, and one which is unique and which I consider worth while considering. His method is publicity thru local newspapers and direct appeals to women's clubs, urging the *people who buy* to refuse their patronage to stores which allow the practice of the evil.

At the Cincinnati section meeting we also discuss the subject of truth in advertising. Truthful advertising is a propaganda which, if spread by Rotary, may be made to serve a great number of Rotarians and prove of immeasurable value to a great part of the public. In our business we inaugurated a radical change in the policy of advertising dry goods and women's clothing in May, 1914. We hope to live up to that policy as long as we are in business. We discontinued the practice of quoting comparative prices or values, and quote only the present price, omitting reference to what the article might have been worth yesterday, last week, last month, last year, or at any other time. Comparative price statements are not untruthful always, of course, yet when they are used there is a temptation to stretch the truth. We are all only human, but the human weakness is not tempted so greatly when comparison is eliminated.

An Appeal to the

*Being a letter prepared by W. R. Hotchkin to combat
the returned goods practice, and to be sent to shoppers*

MADAM SHOPPER: How Would You Enjoy the Discovery that "Returned Goods" Formed Part of Your New Season's Outfit?

Women Shoppers

Do you buy goods in the department store, have them sent to your home, and then send them back to the store again?

Of course, you do. Every woman does.

Would you believe that out of every thousand dollars' worth of goods a store sells, *two hundred dollars' worth goes back to the store?* Of course, you wouldn't. But this is the fact, and in some stores the proportion is still greater.

Doubtless, you consider it a great convenience to have things sent home this way, and you might consider it a great hardship not to have the liberal privilege of "returning goods" that you have carelessly selected and had delivered at the store's expense. You probably think that the store makes lots of money and can well afford to send the goods to you and then send and take back part of them.

Customer Pays the Cost

Well, maybe the store can afford it—so long as you can afford to pay the profit that makes it possible for stores to carry this tremendous burden of needless expense. Did you ever stop to realize that *you and other customers of stores pay all the expenses of the stores?*

Profits are based on the cost of doing business, and they are increasest as costs go up. Either you pay all the bills, or the store goes out of business. If the store is doing a healthy business, the public is paying for everything the store does, for it is right that this should be so. The store does a vital service to the public, and does it for a reasonable commission on the goods handled, plus the cost of the service. Any unreasonable or unnecessary additions to the cost of doing business means an unnecessary addition to the prices for which the goods must be sold.

The Sanitary Reasons

The item of returning goods to stores adds approximately *five cents on every dollar* that you pay, for a service that is of a very questionable value to the customer in nine transactions out of ten.

But there is another and infinitely bigger reason why stores should not take back merchandise sold.

Under shopping conditions, as they exist today, *one fifth of all the goods in the stores* has been sent out to customers and *taken back again*. When you go to select fine new merchandise, one article out of every five in the store lacks real freshness and newness, because it has been sent to somebody's home, has been unwrapt, probably tried on several times, then re-wrapt in clumsy fashion, and has been sent back to the store, mussed, more or less soiled by

all this handling, and has to go back in stock to be sold as new to someone else.

That makes it seem different, doesn't it?

It is one thing to have the store cater to *your* whim, and send goods home that you can freely send back; but it is quite another story when you stop to think that *goods sent to other people's homes* and tried on, may be what you pay your good money for, thinking that they are "brand-new."

There are some careful stores who now refuse to take back certain goods "for sanitary reasons"—brushes and combs, rubber goods, and a few more significant items.

But *how about returning blouses* to the store after they have been *tried on several times*, by someone who has been sick, or who is getting sick—who may have a contagious cold—who may even have tuberculosi, or whose son or daughter may have this or some other infectious trouble?

More than a quarter of all the blouses sold are sent home and returned during the year:

Madam, isn't that something *you want to stop for your own sake?* Isn't it infinitely *more important to you* than it is to the store to have the "return evil" cured?

Do you know that a great many people, when they have extra guests to stay over night, send to the store and have *blankets sent home*, which are used carefully over the top of the beds that night, and which are *returned to the store afterward*?

You wouldn't believe that, would you?

But how can the store refuse to send the goods, for which the cash may have been paid—only to be paid back on demand?

Merchant Not to Blame

How is the store to know that the blankets have been in contact with the long-used bed covering for a whole night? The customer carefully folds them and wraps them up in the same paper, and writes to the store to "send a call" for the goods, and the credit is given or the money refunded—an expensive operation for the store, and a definite *wrong to the ultimate purchaser of the blankets*, with the always insidious menace of infection that use and contact carry with them.

Don't blame the merchant for this condition. You would probably explode with wrath and say that you would never deal again with a store that wouldn't take back goods that you decided that you didn't want; and the same is true of millions of other women. So, today, hundreds of

merchants, who realize the wrong that it is to their customers, do not attempt to curb the "Returned Goods" privilege, because the public would consider them arbitrary and unaccommodating, even if they didn't call them cheats and trap-baiters.

Do you know that *it costs the store more to take goods back than it does to sell and deliver them?* There are more actual operations about it, and the goods must go thru more hands; and, many times, the goods are actually damaged, and the store must reduce the price before they go on sale again. But that item is added to the cost of doing business and is figured in the added profit that must be paid for all goods.

Buying Old Hats and Suits

When you go to buy a new hat, Madam, would you like to pay the full price for one that had been sent to several homes, to be tried on all kinds of heads, before it finally won your affection and supplied the crowning feature of your new Spring or Fall outfit? A few stores now refuse to take back millinery, but not many, and practically all stores make many exceptions to their rule, when it does exist.

Is it a pleasant thought, when you are trying on the new tailored suits, or dresses, in the store, to feel that *one out of every four or five suits* has been tried on in somebody's home, laid over furniture or beds which may or may not be just as you would like to have them for your own use; laid over arms and shoulders; pulled by children who may not be entirely well, or who may be in the first or last stages of infectious troubles?

Would you be comfortable if you realized that the coat or the fur which you are so delighted with gave a previous service to the theatre, or to a dance, for some thrifty woman, who *returned them to the store the next day?*

Would your innate daintiness be shocked if you suddenly realized that your new corset was one of several that the untidy Mrs. Jones had had sent to her home, to fuss over for a couple of days, before she finally decided on the one she would keep?

Are you so over-sensitive that you would be disturbed over the thought that these smart new shoes that you purchased the other day had been tried on repeatedly in the home of some woman whose feet had previously come out of over-heated shoes before she struggled to get them into

the shoes which she sent back to the store before you bought them?

When you work for several days to get the home all spick and span for the new rug, would it upset your joy and comfort at all if you had the second-sight to see how the rug, which you bought with such enthusiasm, had previously been sent as one of a half dozen for the selection of people who were furnishing a new flat, which former tenants had left because of a death in the family? What if the disease had been infectious and the flat had not been thoroly disinfected, and jelly germs from the cracks in the floor had seized upon their golden opportunity to get a better meeting place in your beautiful new rug? Does this seem like a fanciful story, Madam? Ask your physician his opinion. Every day we hear of mysterious contagion, where no one seems able to trace the origin of the infection. Who would ever suspect a handsome new rug of such treasonable smuggling?

Today, department stores and specialty stores are struggling with the problems of how to overcome the "returned goods evil," because of its frightful and continuously increasing cost, and the increasing demands of the public to have goods sent home that they have no thought of keeping.

These merchants are afraid to put restraints upon their service to the public, and these costly accommodations, for fear of losing their customers.

Public Should Demand Change

But the thing which merchants are worrying about, in order to accomplish their own protection, is *the thing that the public should demand:*

The person who buys an article at its full price has a right to secure that article when it is *spic-span-new.*

The garment which has been sent out to some home to be tried on, or worn, for even a short time, is *not new.* And *one garment out of every four or five* in stores today has been sent out to homes for this purpose and is not new.

. Twenty to twenty-five customers out of every hundred are today buying garments which other people have tried on in their homes before they purchased them.

Isn't it time for particular women to start fighting the "returned goods evil" for their own protection?

Isn't it time for Health Bureaus to investigate the "Returned Goods Evil?"

And, what is the reason why so many

millions of dollars' worth of goods are returned to stores every year?

Because women have adopted the foolish habit of having three blouses sent home when they only want to buy one; six rugs when they only require two; three hats when they only want one; three pairs of shoes or corsets, when they only want one pair.

They would get vastly better service if they only realized it, by making the decision right in the store, where stocks are complete, and where expert advice is supplied.

Bad Habit Cultivated

The "returned goods evil" is simply the result of years of cultivation of a bad habit, fostered, in the old days, by good merchants who were fighting their way out of the chaos of sharp dealing, and who wanted to emphasize the fact that their merchandise was right and rightly priced, by giving their customers the privilege of bringing it back and getting the money paid, if they were dissatisfied with any purchase.

Always and forever a merchant should be compelled to take back any goods that are not as represented, or which the customer finds are not worth the price paid, or not suited to the service for which they were sold; but *particular women themselves* are some day going to demand that there be a stop to the buying of goods that are simply sent home for people to foolishly fuss over and return to the stores, who will have to sell them to other people as new.

The future will probably find stores equipped with rooms where returned goods are thoroly disinfected before being offered for sale—as are mattresses today, when brought to the store to be made over. Doubtless, there will also ultimately be a charge for taking back goods that were all right when sold, to pay for extra service, and for the allowance that must be made in re-selling the goods. It is also quite thinkable that we shall see announcements like the following:

AN INTERESTING COLLECTION OF SPECIAL OFFERINGS WILL BE MADE TOMORROW, IN GOODS RETURNED BY CUSTOMERS

Each article has been thoroly disinfected, and all are perfect, except for the slight mussing that would come from handling and trying on the garments.

All are now marked at 25 per cent less than regular prices.

The decision is in *your* hands, Madam. You can't have both—you can't have your cake and eat it, too; but you can have your choice. Which shall it be? The continuance of your, until now, unquestioned privilege of free return of merchandise; or the guarantee that the garment that you buy has never been worn by another, and has never been opened and handled and tried on in any other woman's home?

A Four-Word Success

By Guy T. Keene, Rotary Club of San Diego, Calif.

MATHIAS F. HELLER operated a grocery store in San Diego for many years and he and his helpers were kept busy handing the goods over the counters, delivering phone orders "to all parts of the city," and "charging" the accounts on the books.

As the years rolled around, Mr. Heller found that he was accumulating a fine lot of bad accounts, and in consequence was not bettering his own financial condition, tho the store seemed to be doing a good business.

There came a time finally when he saw that a change *must* be made. One night after the store was closed he shut himself

up in his little private office and fought the thing out.

That was only four years ago, but today he has *nine* stores, doesn't owe anyone a blessed cent, and no one *owes him*. Not only that, but the string of stores continues to lengthen at intervals of a few months.

Sounds *good*, doesn't it? Well, I can give you the whole secret in four words: **Cash Basis; No Delivery.** Simple, isn't it? Every night when the doors are closed he has the goods or the money.

I said that was the *whole* secret, but it isn't, *quite*. As intimated, he had learned that his biggest leaks were by the delivery routes and the bad accounts, so he cut them out, but, in order to get people to

go to his store, pay cash and lug their groceries home he had to *save them money*.

Without the horses, wagons and drivers, he could afford to sell at a closer margin; and without the bad accounts he could whittle another shaving from the selling price. Also, he bought in larger quantities and took the cash discounts.

The new order of business workt out so satisfactorily that he opened another store in the suburbs, putting one of his best clerks in charge on a guarantee and net profit-sharing basis, and running under the same plan as the big store. No. 2 made

good so he pickt out another good man from his salesforce and started No. 3. That process has gone steadily on and Mr. Heller says he can operate nineteen, or forty-nine, or any other number, just as rapidly as he can develop the right men to put in charge.

Five years ago doing a delivery credit business, in one store and in debt. Today, nine stores, out of debt, no bad accounts, no delivery troubles, and unlimited possibilities for growth.

Simple isn't it?

Making Shoes Sell Themselves

By Otto H. Hassel, Rotary Club of Chicago, Ill.

If I really knew the whole, complete, final answer to the question—How to sell shoes—I suppose I'd be sitting on an expensive ocean-going yacht, enjoying the breezes and watching two strong men clip my coupons for me. That is what I could be doing if I knew exactly how to sell shoes.

But I have learned one or two things that might help to sell shoes and that do sell quite a few sometimes. There are one or two main ideas that I've always hung onto and I believe they pay. They apply just as well to the whole question of how to sell anything, as they do to the question of shoes.

First of all, and above all, it's the greatest mistake in business to think only of what we're going to get out of it; how much money we are going to make. Of course we want to make money. Everybody does.

But you'll get a whole lot farther if you put your whole mind and all your push and energy back of the effort to run a good store along the right lines—trying to be useful to your customers. You'll find that the profit will come along all right.

We're all human, I know, and we can't be in business entirely for our health, but I want to tell you that the "golden rule" is a good, hard, modern rule for business, and works out all right all along the line. You may get left sometimes, but not very often.

It comes right down to this: The greatest developer of business is *service*. It's the one biggest word in trade, but it means what it says. You've got to talk service

and act service. You can't use it for a "catch" line in your advertising matter and then forget it.

The first definition of service is to put your customer's interests ahead of your own; forget your interest entirely; let your whole energy be to see that your customers are satisfied. If you satisfy your customers, you have mastered the one word "service," and conquered the one greatest problem in trade today, "How to Sell." Your success is assured; nothing can stop your progress and you can march to the front rank in trade.

Never forget that one of the greatest assets you have in business is your customers. They are truly your best friends. In fact your customers are your greatest investments, your greatest assets. Never lose sight of the point that they must make as much profit out of every trade with you, as you make yourself.

Naturally, I can't tell other people how to sell, shoes or anything else, but so far as my own experience goes, I believe that it pays to be honest in business. But you've got to be honest all of the time. You can't say: "I'll be honest Monday, Wednesday and Friday and use a sandbag Tuesday, Thursday and Saturday."

Buy the right goods, let *quality* and *value* be your standard, then start in to treat every buyer as you'd want to be treated yourself.

Sincere service will do this. *Sincere service* will make friends and more friends and still more friends. This is what keeps on selling shoes. This large and growing host of satisfied customers never stops

growing. They'll push you to the front in spite of all competition.

To twist an old saying: *Take good care of your customer's interests and your profit will take care of itself.*

* * *

After God made the world, he made man

that the world might be developt. Read the first chapter of Genesis and you will find that God gave man dominion over everything he had made, even the fish of the sea. Let us realize what a great responsibility he has placed upon us. The world can only be developt by man.

Looking Thru Your Customer's Eyes

By Jesse M. Tompsett, Rotary Club of St. Louis, Mo.

WE have discovered that usually when a customer has a complaint, he has a very well-defined idea that he is right and we are wrong. It has been a rule with our firm in a case of this kind to permit the customer to have his own way, and if it is necessary that we make over the job in order to accomplish this object, we always do it or make an allowance on the items that satisfies him. Of course when we find a customer is taking advantage of us along these lines, we immediately cut him off our list and refuse to even quote him on any of his inquiries.

The above policy was decided on after we had received a letter from a bank in Cincinnati. This letter was a real hot one, and one of those kind that will make the reader mighty mad when he first reads it, and even when he reads it the second and third time. Fortunately, in our office we have a way of pushing a letter of this kind to one side until such time as the writer becomes more calm. I followed our usual procedure, and in the course of a couple of days had come to that point where I lookt into this matter in the same light as the customer.

I wrote him that we had received the order on a certain date with instructions from the salesman to do certain things; that we had acknowledged it on a certain

date advising that we would do certain things, and that not having heard from them we took it for granted that we had entered the order correctly and manufactured same accordingly. I then advised him that there evidently was a misunderstanding on either one or the other side, and in my mind neither side was to blame, but I took the stand that he was the man to be pleased and not our firm.

I advised him that we would be very glad indeed to remanufacture the order providing he would give us full instructions on same. I told him we were mighty sorry an error had been made, but we certainly wanted him to be a pleased customer, because as a pleased customer he would be an asset, but as a displeased customer he would be a liability, and we wanted him as one of our valuable assets.

It was only a matter of a short time before a reply was received in which he advised that the order as shipt could be used, and that he would be glad to use it, and on top of that he would be glad always to send his orders to us because now he felt that he would be getting the kind of treatment he wanted.

This is only one instance to show the value of trying to look at things in the same light as your customer.

Science is exact knowledge of the facts of nature, classified and systematized.

Truth is the established relation which the facts of nature sustain to each other and to the Individual Intelligence or the Soul of man.

Philosophy is the conclusions which men, in their search for a knowledge of truth, have drawn from the facts of science.

Religion is the application of the facts of Science and the conclusions of Philosophy to individual life and conduct.

—T. K.

Simplified Spelling In Periodicals

By William Hayes Ward, D. D.

Dr. Ward, editor of *The Independent*, and member of the Simplified Spelling Board of America, in the following article gives the reasons which influenced this magazine to adopt many of the simpler forms of spelling. This article was a paper read at a meeting of the Simplified Spelling Board and has been printed in pamphlet form for distribution by the Board, whose headquarters are, No. 1, Madison Avenue, New York City, N. Y.

THE most important work, I believe, which the Simplified Spelling Board can do is to teach the people that reform in spelling is not a sacrilege, that there is no taboo on it. We want to break the crust of conservatism, to get people in the habit of seeing certain desirable changes, and so learning that further desirable changes are possible. It is important, that is, measurably important, that every change recommended should be in the line of permanent improvement, so that it will not have to be changed again later; but it is more important to make some dozens or hundreds of improvements in the way of simplification at once, and accustom the eye of the people to them, and thus shatter the crust of their prejudice.

We should not wait till we can draw up a final scheme and counsel of perfection, and then wait till it is settled on, before we make any changes at all. We should not hesitate to make now any change that is obviously good, even if it is not obviously final. It is not an awful thing if, after we have taught the people that they can change a spelling without overturning the English universe of letters, they should be asked later to change a better for a best. Is not that the way of all progress?

For a Scientific Alphabet

I am one of those that believe that our English-speaking people will yet come to see that a scientific alphabet is the end which must be reached, and I believe will be reached within this century. Men have got to think of it, and aim for it, as they have to think of air-ships. It must be done, for it is right; it is one of the great tasks which will employ technicians of vocal structure.

But that is not the business of this Board. Our business is to do what is needed in a preliminary way, in selecting as wisely as we can the words that most obtrusively need simplification, and then be the John the Baptist to the gospel of phonetics, which will increase after we have

decreased. We must, of course, have rules and ideals, but our business is primarily to popularize the truth that our orthography is not lovely but hateful, not orthography but scoliography, and to do it by getting the present age accustomed to desirable changes.

I would then have our Board give its main work to popularization of our recommended simplifications. And this can be done chiefly by securing the adoption of them in the reading matter of the people, in books and particularly in journals which everybody reads. That is where the eye is to be trained so that it will not be offended at correct spelling. If one leading daily newspaper in New York, and in Chicago, and in Philadelphia could be induced to take the twelve words, or still better, the three hundred words, we should seem to see victory assured.

Fears of Change

It is natural that publishers and printers should be inclined to favor simplified spelling. Not only do the ordinary arguments appeal to them as writers of the English language and as parents of children who have to struggle with our merciless system of miscalled orthography, but their business requires special attention to the spelling of words and the correction of errors, while the expense and waste of needless letters must appeal to them.

But there are those among them who hesitate to adopt shorter and simplified spelling, not merely because they might offend the unaccustomed eye of the reader (which for a time must be a strong argument in relation to standard literature, but is already a negligible one regarding journalism), and more especially because of what might seem to be the expense involved. They have a fear that with compositors laboriously trained to the familiar spelling, the change would almost overturn the composing-room and seriously reduce the profits. This deserves consideration, and the experience of those

who have tried it is of course of great value.

The possible increase in expense would come in the following items: (1) the preparation of manuscripts; (2) the memorizing by the compositor of the simplified spelling; (3) the proofreaders' corrections. This is all, unless we add the effect on subscriptions.

The correction of manuscripts by changing old spellings or marking new ones is a task that would need to be continued only while the compositor is learning the new spellings. After a few weeks it would cease to be necessary to cross out such a thing as the *ugh* in *although*. The compositor will have learned it. The editor has to read manuscripts anyhow, and it will take scarcely any appreciable time to cross out the needless letters, or otherwise call attention to the words concerned. It must be remembered that they are very few in a page, hardly enough to be noticed, and this little additional labor need not seriously trouble any editor.

Training of Compositors

Publishers may think the training of the compositors to be a more expensive task; but experience shows it to be no great trouble. Every printing-office has its rules of spelling (by one dictionary or another), its own rules of punctuation, of capitals, etc., which the compositor must learn and follow. This requires care and memory, and compositors are peculiarly intelligent and careful men, accustomed to train their memory to little things. Now it is easier to remember to spell *altho* than it is to remember whether *State* or *Church* shall be spelt with a capital or a small letter, or whether or when to put a colon or a comma before a quotation.

The adoption by publishers of the principle of simplified spelling does not require that they should at once adopt all the Three Hundred words, much less the longer Second List, recommended by the Simplified Spelling Board. If these were all adopted at once, they might offend the reader, who might require time to get used to them.

Of the first list of Three Hundred words, no great number have to be learned, as most of them are already in use. More than one-half are preferred by Webster, more than six-tenths by the Century Dictionary, and two-thirds by the Standard. Perhaps more pains would be required with 125 of them, if they were all adopted. But no American printer would need to learn

to use the spellings *anapest*, *ardor*, *armor*, *behavior*, *center*, *chimera*, *clue*, *cyclopedia*, *dactyl*, *deposit*, *distil*, *era*, *ether*, *judgment*; he seldom uses any other. It would seem medieval indeed to print *mediaeval*. It would take him but a few minutes to learn the very few unfamiliar words such as *tho*, *thru*, *catalog*, *harken*, *rime* (for *rhyme*), *sulfur*. Of the others, over sixty are preterits in *-t*, such as *mixt*, *crost*, *kist*, *opprest*, etc.; but many of them do not occur often, and the publisher might ignore them at first. For the rest, a few easy rules will suffice to aid the memory, like that which drops the needless final *-te* in such words as *coquet*, *quartet*, or the final *-me* in words like *gram* or *program*, or the *-ue* in such words as *catalog*, *prolog*. If the compositor is in doubt, a glance at the printed list of simplified words takes no appreciable time, and a very few weeks will teach the lesson. It is not too much to ask of a printer.

Problem of Proofreader

But the proofreader must be considered. It is a very small job for him to learn; and if he does not remember, he has only to turn to his list. If it is feared that the numerous corrections will be expensive, it may be considered that absolute consistency is not essential. In a newspaper, it is not a fatal crime if the proofreader at first ignores some oversights in spelling, while the compositor is learning his lesson. In fact, this may be as well, while the readers are getting accustomed to the reform.

The experience of those who have tried it shows that the fear of expense is only a bugbear.

Equally inconsiderable is the danger that subscribers will be so hostile to the reform that they will stop their subscription. There will be very few such cases.

In fact, one might read a page and hardly notice the difference. But there is a difference, and it is in favor of the reduction of useless letters, the printing of more words on a page, the reduction of difficulties and blunders in copy or in proof, and so the speedy reduction of bother to writer and printer, as well as the redemption from needless torture of millions of little children. The reform especially appeals to those who conduct journals, and who thus are the teachers and the exemplars to the people of what ought to be scientific orthography. To them the appeal is made: Will you not adopt the better way?

Business Methods for City Government

By Franklin C. Platt, Rotary Club of Waterloo, Iowa

In this able article Rotarian Platt discusses one of the biggest problems which the people of the cities of the United States and Canada must solve—that of securing a municipal government that is efficient and that will preserve the liberties of democracy. His experience as an attorney, as a former judge, as a successful business man, and as a politician to the extent of having served as city councilman, qualifies him to speak with a great degree of authority.

EVERYONE knows that a successful business enterprise is managed by a man or men of known experience and proved ability. Everyone also knows that usually there is only one man in supreme control. It may be said that often there are several men in a business enterprise who have apparent equal control. That is true, but in such cases, if the observer were only on the inside he would find that these several men practically act as one; that thru consultation, discussion, argument, and careful consideration, they finally agree upon a policy, which usually was the policy from the first of the one controlling spirit of the several supposed managers.

The truth of the matter is that in the final analysis it is found that there is only one real manager in any business enterprise that has made noteworthy success, and that his position is owing to his superior ability and efficiency. It will further be discovered that this one man is held responsible for the results of his policies; that he is blamed for his failures and given credit for his successful achievements. This one man knows better than any one else what this responsibility means, and to avoid censure he puts forth his best efforts for the welfare of the enterprise.

Divided Responsibility Inefficient

Why is it that big business or successful business generally places responsibility for success or failure on one man? Simply because experience has shown that divided responsibility means inability to fix the cause of loss or failure; because divided responsibility lessens individual effort and efficiency; because under that system of management blame for failure or loss can be shifted from one to another and can seldom be absolutely fixed; and because credit for successful achievement, which is the greatest stimulus to human endeavor,

can not, under the divided responsibility plan, be given in full measure, to the man entitled to it.

Of course it is well known that the manager of a big or successful business enterprise seldom gives personal attention to details. This is left to competent and expert heads of departments or to equally competent employes, who are required to successfully carry out the policies of their chief, or lose their jobs.

How Business Chiefs Are Chosen

Assuming then that successful business is usually managed by one person whose ability and efficiency greatly preponderates over that of his associates, let us consider the method by which he was selected to fill so difficult and important a position. Did the multitude of shareholders, many of whom are widows and orphans, or persons of no business experience or sagacity, hold an election and select as manager the person who had the biggest pull, or the person who had made a house to house canvass for their votes? Did politics enter into the question? These inquiries must be answered in the negative.

The usual and practical method of procedure is for the shareholders to elect a board of directors upon whom they place the responsibility of selecting the officers of the corporation. Ordinarily the men constituting the board are not competent to actively manage the business. They are not expected to, but they are known to be men of good judgment and to be able to make a pretty good selection when the question of the appointment of a manager comes up for consideration. The shareholders rightfully assume that no sentimentality or favoritism will warp their judgments when the sole object of their organization—that of money making—is under consideration. The question with the directors is who can manage

the business most efficiently, most economically and most profitably for the shareholders.

The fact that the number of directors is limited, enables the shareholders to concentrate their attention upon the character, the reputation, and the ability of the candidates for director, and to exercise better judgments than they could if they were to elect a multitude of heads of departments and employees. I need only to call attention to these well known facts to at once strongly appeal to reason and human understanding in the application I shall attempt to make.

Citizens Are Shareholders

Now the relation of each citizen of the City of Waterloo (and other cities as well) to the city is that of a shareholder in that big corporation. No citizen however humble, howsoever lacking in lands, goods or chattels, or howsoever rich in this world's goods, can escape that relationship. Indeed the poorer, the weaker, or the more humble any man, woman or child is, the closer that relationship is and the greater his or her need of efficient city management.

One should remember that the business of a municipal corporation covers a vastly greater field than that of a corporation for pecuniary profit only. The safety, health, happiness, comfort, and morality of the people are of greater concern than their financial status and in well managed cities these are given corresponding consideration.

How then, is municipal welfare most likely to be attained? Bearing in mind that municipal welfare means general and individual, material and moral prosperity, under what system are we most likely to attain it? Shall we follow slipshod, loose and moss grown methods, which experience has shown to be unbusiness-like, expensive and ineffective, or shall we adopt some plan under which other cities have brought about wonderful results for the common welfare of the people? Why not look about us and take advantage of the experience of other municipalities?

Germany an Example

Why not profit, for instance, by the example of our German friends across the sea? In all Germany no city or town is governed by a multitude of officials who owe their positions to the popular vote. No municipal officer has any polit-

ical debts to pay. All are chosen because of their fitness for the positions they fill. Each is subject to removal if found to be inefficient or dishonest. The city manager plan is in operation in every city in Germany. The result is, that many advantages are enjoyed by the people which Americans do not possess; municipal expenses are from 50 per cent to 60 per cent less than in American cities that are governed under the old system.

Under the American system it is impossible to remove a municipal official on the ground of inefficiency. (See State vs. Roth, 162 Iowa 638.) A chief of police can only suspend a drunken or insubordinate policeman. No matter what the offense or crime of such a member of the force may be, the chief can not discharge him, even tho he be caught red-handed. Charges in writing must be preferred and a trial had before the police and fire commissioners. Could anything be more subversive of discipline and efficiency? A similar situation exists in respect to the other city officials, with the result that few trials for removal are had because of the disinclination of private individuals to file written charges and furnish a bond for costs of the prosecution.

The fact is that power to enforce efficiency is generally lacking. Heads of departments are handicapped by statutory limitations. They can not act according to well recognized business principles. There is more or less insubordination in every branch of the city government. The whole policy of the law seems to be to protect and shield public officials, at the expense of the dear public.

Mayor Has Little Control

The mayor, even, has still little lawful control over his subordinates. The police, fire, water, park and library departments are practically self-governing bodies or commissions, each acting independently of all the others. When acting under lawful authority, the mayor is practically a figure-head. His chief control over his subordinates is of a political or personal nature. Hence in return for political or personal support the mayor's subordinates demand and often receive a free rein in the management of their respective departments. That no harm results in instances is owing to the personnel of the managers rather than to the system under which they operate.

The truth is that under the present

system there is a lack of harmony or co-ordination; a general absence of responsibility on the part of municipal officials; a lack of power to enforce efficient methods and obedience to those in authority; and too frequent lack of ability on the part of those we elect to manage our complex and intricate municipal affairs.

I was once a member of the city council and I freely acknowledge that I was fairly subject to the last criticism. In truth, few men whose whole experience has been along professional, business, or commercial lines, are competent city managers. They usually make good lawmakers, for the average citizen knows the difference between a good and a bad ordinance, but in the administrative branch of the city government the average professional or business man or skilled mechanic is usually a failure.

Councilmen Are Not Efficient

The reason is apparent. Ordinarily the members of the council are very busy with their own business affairs. They can not afford to devote the time and study which efficient administrative work demands. Even when they neglect personal interests in the endeavor to serve the city efficiently, they find that their training and experience has done little to fit them for such complex administrative duties.

But assume that they could properly manage or supervise large business affairs connected with great works of public improvement about which they had never had the slightest experience. Such works are of necessity actively carried on by heads of departments under various titles, and at no time is it possible for these councilmen or the mayor to discharge or remove in any summary manner an incompetent or inefficient city official who owed his position to popular election or to appointment under the statutes of the state. Inefficiency has never been the cause of removal.

What a situation for a free and enlightened people to be in! It is a situation of their own making, and one which they may escape if they will.

If under the law, the board of directors of a corporation could not remove an inefficient manager that had been appointed by it, or if they or the shareholders could not summarily discharge, or effectually control an inefficient, incompetent or insubordinate officer or employe, corporation enterprise would be largely dimin-

ished or utterly ruined. Private capital would long hesitate in risking an investment, if the same protection only were afforded as is given the tax payers of a city under the present form of city government. If inefficiency were not a ground for summary removal of an officer elected or appointed to manage a private corporation, most corporations would ultimately be dissolved, either by act of the shareholders or thru bankruptcy.

Nothing is so timid as private capital and nothing so courageous as public capital as ordinarily managed.

What the Plan Will Do

The advocates of the city manager plan do not guarantee that this plan is a panacea for all the present evils in city management. It will not insure good results, but will make good results more certain of attainment.

It does not guarantee that an efficient manager will be selected by the council, but furnishes a better method of securing one and a speedy means of getting rid of a bad one.

It fixes the responsibility of selecting an efficient manager on a few men whose sworn duty will require them to act upon careful consideration, after thoro investigation, instead of leaving the selection to several thousand people, most of whom are too busy to give the question proper thought.

It fixes the attention of all the people upon the conduct, the methods, the successes, and the failures of one man, instead of dividing public attention and fixing it haphazard upon many public officials.

It transforms city government from an experiment by inexperienced men to a modern business system.

It eliminates politics, ward bosses, ward heelers, and a multitude of consequent evils, and concentrates the attention of the electors upon the character, the ability, and probable efficiency of a few men instead of dividing public attention among a horde of office seekers, thus rendering public scrutiny and opinion ineffective.

In respect to the selection of a manager, it adopts the plan of our public school system, under which school directors have always served without compensation and elect school superintendents upon the principle of supposed efficiency and without regard to the question of local residence. All will admit that in this respect,

results have been fairly satisfactory, at least much better than they would have been had school superintendents been elected by the popular vote on resident candidates only.

It relieves the councilmen of the executive management of each of the city departments, puts the administrative work upon the manager, and leaves the council free to legislate and to observe the results the manager is attaining.

It furnishes a short ballot which limits the number of elective officers that are to be chosen by the voters.

Relief to the Voters

As Richard S. Childs, secretary of the National Short Ballot Organization, says:

Obviously when the ballot requires more choices than his majesty, the voter, cares to remember, power gravitates away from the voters into the hands of the ticket makers, who thus acquire powers which are open to great abuse.

How often your majesties and I have not remembered, if we ever knew, the reasons why this or that candidate was entitled to our vote! What a predicament for the voters in a certain western state in a recent election when they were handed a ballot a yard or two long with 423 names on it from which they were required to indicate their choice.

As is held by National Short Ballot advocates:

The old style mayor (while lacking legalized power) is frequently one-third of the municipal government—sometimes he is practically a clear majority. The city is at the mercy of his whims, his failings, his prejudices. He starts his term with a number of pet projects, oblivious to the incomplete projects of his predecessor. He inaugurates financial reforms and when the work is well started his term expires and his successor, to whom finance is Greek, enters the city hall and begins talking about a "city beautiful."

Under such vacillating direction, the city moves in a wobbly course and constructive civic effort is constantly receiving setbacks and discouragements. No sooner is one executive educated than he is displaced and the process of enlightenment recommences. The conferences of mayors in certain states represent a crude effort to provide mutual education for these executives but they fail to do much, for the simple reason that each year or two there are wholesale changes of personnel and the mayors meet again as strangers and beginners. Under such circumstances the conferences remain always a kindergarten.

Such inherent instability in the chief executive office makes the whole governmental mechanism unstable. Minor city jobs become correspondingly insecure and unattractive to good talent. Tenures depend too little on expertise and too much on luck; consequently the civil service employee re-

gards self-education in the technique of his position as waste of energy.

This instability begets further complications arising from the effort to buttress the mayor's weakness with safeguards. The safeguards promptly become incumbencies not only to the public officers but also to the people in attempting to supervise and control those officers. The mayor's appointments are subjected to the necessity of confirmation by the council. Promptly the council becomes the scene of endless intrigues. Minor offices and boards are made appointive for long terms—longer than the term of mayor.

But if a crank becomes city manager? Very well. Instead of being, like a mayor, subject to intermittent control of elections, or to the rare and heavy process under our law for removal by the district court, he is subject to continuous control and instant removal by a board of popular representatives who have every facility for close supervision and on whom his actions reflect.

I sincerely hope no one will consider my remarks as a personal attack on any one now or formerly connected with our city government. That is farthest from my intention. My criticism is solely upon the present system. Unfortunately, however, the advocates of the city manager plan often incur the displeasure of incumbents of official positions. They sometimes regard those who believe in a change as their personal enemies. Indeed I know of an instance in which certain city officials resigned from a commercial club that had advocated the adoption of the city manager plan.

Of course the opposition of city officials to a change in the plan of municipal management may be expected, if such officials are not truly loyal to the best interests of the people, or are not really competent and efficient managers. Those who are really actuated by loyalty to principles of public welfare or who are competent and efficient in their respective lines of public service, usually favor the city manager plan. The former do so from principle and the latter not only because they believe the modern plan to be more efficient but also because they know that their own positions or tenure of office will be more secure under that plan.

The inefficient office holder always opposes the manager plan, as do the grafters, the boodlers, and the ward politicians. The efficient and competent office holder usually favors it. Of course all honest and good citizens do not agree that the manager plan ought to be adopted, but it is a significant fact that inefficient office holders who want to hang on to their jobs, always oppose it.

How the Plan Works

But let us turn our attention to the plan itself. The following are brief statements of the provisions of the Iowa state law under which we may operate, if we so choose. Twenty-five per cent of the electors must petition for an election on the question of adopting the plan. If carried, all ordinances remain in force unless changed or repealed, and all employes and officials, except councilmen, hold office unless removed by the council or manager.

Councilmen are nominated on the petition of ten or more electors for each one thousand inhabitants of the city. The council elects a mayor from its own number, and appoints the manager, a city clerk, police magistrate, city attorney, assessor, board of tax review, and members of the library board, all of whom are subject to removal with or without cause and without notice. Councilmen serve without compensation. Their principal duties are the enacting of ordinances and the supervising of the manager and the officials they have appointed.

The manager appoints and directs the official conduct of all administrative officers; supervises the performance of all contracts and work done for the city, and makes all purchases of material, supplies, etc. All his appointees and all the employes of the city are subject to discharge with or without cause and without notice. If he, or the head of any department should, without cause, discharge an efficient official or employe, he himself would be subject to removal. Merit and efficiency is the test for tenure of office.

The manager, who is required to give bond, must see that the ordinances are enforced, attend meetings of the council and advise the council of the financial situation and needs of the city. He has active control of the police, fire, engineering and all purely administrative departments, and employs such assistants as may be required. He may investigate the official conduct and records of any administrative officer and has the right to compel the attendance of witnesses.

He issues licenses and may revoke the same at pleasure. He fixes salaries and wages of administrative officers and employes, except his own, which is fixt by the council. He is required to prepare for

the council a budget to cover expenses for the ensuing year, which is to be publisht for two weeks before submission.

He is required to see that accurate and systematic accounts are kept in each department and to make monthly reports to the council, which reports are to be publisht. He is accountable to the council for his actions and conduct and for the management of the business affairs of the city. He must perform any duty required of him by the council and may be removed at any time with or without cause.

The financial budget can only be taken up in open council, after having been duly publisht. Any citizen may object to any item or make recommendations.

The manager cannot appoint a member of the council to any office, can not be interested in any city contract or purchase, and cannot attempt to influence any election in any way except by voting. Ordinances must be on file one week for public inspection before final passage, and except those concerning public safety, health or peace, when past by unanimous vote, they are not to take effect for ten days from the time of passage. If during such ten days, 25 per cent of the electors file a protest, the operation of the ordinance is suspended, and if upon reconsideration by the council it is not repealed, it must be referred to a vote of the electors.

Franchises can only be granted, renewed, or extended by a vote of the electors.

After six years, on the petition of 25 per cent of the electors, the question of abandonment of the manager plan must be submitted to the electors.

No Longer An Experiment

The very satisfactory results of the City Manager Plan demonstrate that it is no longer an experiment. They show that people take greater interest in public affairs under the modern plan; that local politics and party spoils are eliminated; that the get-together feeling is intensified and civic pride increase; that the cost of administration is largely reduced, which means, of course, either a corresponding reduction in taxation or vastly increase public service; that heads of departments, appointees and employes are put on the merit system and that a modern business system supplants loose municipal management.



Dedicated to the International Association of Rotary Clubs

Rotary Hymn

Words by
EDGAR A. GUEST

Music by
CHAS. E. ROAT

Moderato



With feeling



1. Red ro - ses for the liv - ing And hand clasps warm and true ____ A
2. A lit - tle less self seek - ing A lit - tle more for men ____ Less
3. To smooth the way for oth - ers To make of life the most ____ To



heart that's tuned to giv - ing And strength to dare and do ____ The
bit - ter in our speak - ing More kind - ly with the pen ____ A
make the phrase "our broth - ers" Mean more than i - dle boast ____ To



sound of hon - est laugh - ter The joy of hon - est toil _____ For
 lit - tle less of swerv - ing From paths of truth and right _____ A
 praise sin - cere en - deav - or When praise will spur it on _____ With -

those that fol - low af - ter To leave a fin - er soil _____ All
 lit - tie more of serv - ing And less of dol - lar might _____ More
 hold - ing kind words nev - er Un - til the friend is gone _____ This

this has been and ev - er Will be Ro - ta - ry plan _____ A
 peace - ful with our neigh - bers And staunch - er to our friends _____ For
 is Ro - ta - ry spir - it. 'Tis the Ro - ta - ry dream _____ God

man's sin - cere en - deav - or To serve his fel - low man. _____
 all Ro - ta - ry la - bors On this its hope de - pends. _____
 grant that we may near it Be - fore we cross the stream. _____

Keep on Smiling

By Edalah Connor-Glover, Dallas, Texas

Do you know how much good you can do
By just a cheerful smile or two?
It's never what you may neglect to say;
It's always just the smile you hid away;
Begin and stretch your mouth into a grin;
That's the secret of success, so now begin,
And keep on smiling, smiling.

It's strange what just a cheerful smile will do;
'Twill stop a quarrel as it starts to brew;
It stays harsh words before they're spoken,
And cheers a heart that's almos broken;
Why, you can almost turn the world around—
Carry burdens at which once you frowned,
If you just keep on smiling.

If you are down and out and "broke,"
Smile; brace up; treat it as a joke;
For what's the use to fume and whine and fret;
Is not tomorrow all untouched as yet?
Golden Chance may knock upon your door—
Don't miss her as you may have done before,
And keep on smiling, smiling.

At the road's turn you may meet Success,
Smiling gaily in her gala dress;
Then is the time to grin and grin and grin,
That she may see that you are in to win,
And while you are rolling down the hill
You may stumble on a dollar bill,
If you just keep on smiling.

Of course the world is full of sorrow,
But from your future joys don't borrow;
There always will be pain and gilded sin
But just forget it all—forget and grin,
And if you meet Despair along the road,
Pass him unnoticed with his heavy load,
And keep on smiling, smiling.

—From "Gems of Friendship."

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A Boy Army of City Cleaners

By W. F. Hardy, Rotary Club of Decatur, Ill.

The increasing interest which Rotarians are taking in boys was manifested at the Cincinnati convention when a resolution was adopted providing for a special International Committee on Work Among Boys. This committee, and all other Rotarians, will be interested in and helped by this article about the work of the boys of Decatur.

THE Rotary spirit of service has been put to work in Decatur, Ill., and the result is an army of boy city cleaners who are not only enthusiastic in their work, but are very efficient. They have been organized, thro the initiative of City Commissioner John F. Mattes, of the Department of Health and Safety, into a "Sanitation League," and formed into a boy army to aid him in cleaning up the city.

Dr. Mattes is not a member of the Decatur Rotary Club, but he is a natural Rotarian, and he has been ably assisted in this work by several members of the Rotary club, and supported by all of them.

The successful conclusion of the first season's "campaign" of the boy army was celebrated Halloween night with a "Big and Little Brother" banquet, at which about 300 boys were present, each in tow of one of the men who think and do big things in Decatur. It was the largest banquet ever given in Decatur. Twenty Rotarians volunteered to get the "big brothers." Rotarians John M. Byrne and W. H. Duerr lined up the boys so well that there were no slips. Every boy who had worked in "the army" received an invitation to the banquet and was taken there by his "big brother" by auto. Manly young fellows stood up and told how the work had been done and how glad they were to do it. A resolution was adopted providing for cash prizes as additional incentive for a continuance of the campaign next year.

Commissioner Mattes dropt out of a number of remunerative business activities to accept public office as a public trust. One of his first acts was to condemn a lot of old houses that were unfit for human habitation. Then he discovered that some alleys were dirty, and some back yards were far from clean. He appealed to the boys to clean up Decatur and keep it clean. He picked four men, each of whom was made a deputy health inspector and placed in charge of a certain district of the city. These deputies chose their boys and

formed subsidiary organizations. The districts were surveyed. Then began the work of correcting the evils.

Commissioner Mattes knows human nature. "Send a health officer to a householder to make him clean up," he said, "and the householder will get mad. But send a boy with the same request, and the householder will comply. I know it will work." And it did.

All over town boys knockt at doors, and cap in hand, politely suggested that for the honor of the block or the district this or that thing might be done, and in mighty few instances were the doors slammed in their faces. Not infrequently the young Sanitation Leaguers did the needed work themselves.

One boy walked into the city council room, where the heads of department were in session and askt that a pile of dirt left on a parking by some pavers be removed. The dirt disappeared the next day. Dirt disappeared everywhere.

Commissioner Mattes strest the positive side of a clean-up. He askt the boys to note vegetable gardens and attractive grounds. Some of these he photographed and supplied the pictures to the newspapers.

In June, half a hundred automobile owners took the Sanitation Leaguers on a ride over the city, the tour ending up with a picnic in Fairview park. In September, the boys who had done the best work went on an excursion to Peoria, marched thru that city and had a trip on the river. Interest never was allowed to lag.

In October, another survey was made to show what improvements had been effected. Rotarian Duerr's district won the honor of having effected the greatest change, but all four districts were cleaner and neater for the campaign.

"It did Decatur a lot of good" said Commissioner Mattes, "but what it did for Decatur's boys is simply inestimable."

Rotarians Aid Crippled Children

By Ed R. Kelsey, Secretary Rotary Club of Toledo, Ohio

THE work of the Toledo Rotary Club in caring for unfortunate crippled children this year is attracting wide attention, not only among other Rotary Clubs, but also among civic and commercial bodies.

The club decided to appoint a Good Fellowship committee and appeal once a year for a voluntary offering from its members for the Crippled Children work, the money to be administered by the committee without a cent expense for overhead, clerical work or investigation; the latter work is in the hands of the District Nurse Association, which gladly does it free of charge. No one knows what the other gives, or whether he gives. Only one appeal is made or allowed during the year. So wonderful has been the work accomplished that the members respond freely to the call. Nearly \$2,000 was raised this year.

So far nearly a hundred little folks, whom it would almost seem that God forgot, have been given their chance. The Rotary Club discovered that they appreciate more what is done for them because in most cases they have never had anything done for them before and they respond to kindly humane treatment in a way that touches the heart of all.

Eight of the crippled tots who have been helped by the club were at a recent luncheon meeting as visible evidence of the good work that is being done. A photograph taken of them at that time will be found on page 60. This winter, twice each week, flowers are sent to all Toledo hospitals to be placed in the wards with the compliments of the Toledo Rotary Club.

The club found a young boy, Alva Bunker,—just a mere stump of a human being, a mere derelict on life's sea,—and took him over to the Van Leuven Browne Home for Crippled Children in Detroit.

The Van Leuven Browne Home gets out a magazine telling of the work for crippled children, and in the November issue is an article by Joe F. Sullivan, the editor, from which the following are extracts.

What Was Done for One Boy

Some of the most remarkably wonderful manifestations of the infinite power of the human mind may be found in the singular accomplishments of crippled

and otherwise sorely afflicted children. No better example, however, could be shown than that of one particular lad who only four months ago presented a case hopelessly forlorn even to those whose experience and foresight have enabled them to grasp the situation and possibilities of many other cases almost as bad. Born with only stumps for arms and hands, and with but one foot, which, too, was terribly twisted and deformed, his condition seemed far beyond any reasonable hope of improvement. Added to all this physical burden was the unfavorable influences of a very unhealthy environment from the very first day of his existence until the day he was rescued from the poorer section of Toledo by some golden-hearted members of the Rotary Club of that city, and placed under the loving and tender care of Mother Blanche and the inspiring influences and atmosphere of the Hospital-School. He was 15 years old, and all those years had been filled with many sorts of things not desired by persons who really know and understand the susceptibility of the plastic mind of the young.

Upon his arrival at the institution there was noticed a countenance that plainly and painfully bespoke his cramped and embarrassed feelings. Yet behind that shadow, behind all, was a gleam, however faint, of an intelligence—of a mind—of a soul—of a heart,—and upon that alone did Mother Blanche build the hope of a day when those shadows of conscious physical and mental inferiority might be drowned in the light of a new day of enlightenment and refinement.

And the early dawn of that day has been recorded—written indelibly in deeds of honor, of trustworthiness, of efficiency. Today, after only a few short months, he stands in a class all to himself in the Hospital-School. On the lapel of his coat there shines a medal whose gold is no purer than the gold of his own personality, nor does it signify more. That gold medal was won in a contest that covered a period of near four months, and the contestants—every one of them—were worthy of their steel. It was no easy effort. To Alva Bunker it means more than words can express: it means that there is a hope for one who was once without hope, a chance for one who was once without chance, a future for one who once was without future.

Skilled surgeons are to operate on Alva, and apply artificial arms and limbs, and before long they tell us that he will be able to walk into a meeting of the club and thank the bunch for giving him a chance.

During the infantile paralysis epidemic, 24 boys and girls were saved by the club from becoming cripples, and much newspaper publicity was secured.

Henry Ford recently gave a vast sum for the work of helping crippled children, and the press then said he received his first idea of the possibilities of this work thru the work already accomplished by the Toledo Rotary Club.

Rotary Service and Preparedness

By P. L. Wills, Rotary Club of Danville, Ill.

WHEN President Wilson issued the call for mobilization of the militia of the United States for duty on the Mexican border, the Danville organization—Battery A, First Illinois Field Artillery—was ill-equippt, under-manned, and its morale at a low ebb. Then the Rotary ideal of service before profit, operating thru the medium of the Chamber of Commerce, under the leadership of Rotarians, took command of the situation and in a very short time the battery was fit in the best sense of the word.

The militia organization had fallen into a state of decay because of long disuse.

The awakening was a rude shock when the army inspectors came along and declared the battery unfit for service and should be mustered out of the military organization. It was a shock to Danville, which had always done her full duty in every emergency faced by the country, and which had assumed, as a matter of course, that her battery was up to if not a little above standard.

Battery A was organized in 1871 and had served with distinction in the Illinois National Guard. Its faults were the faults of every command which has languisht in peace. The fancy trappings of the olden days had once furnish't the incentive to keep it alive. The trappings and plumage and glitter of playing at war had once appealed to the young. But with the passing of that era and the coming of the working army, minus pomp and display, Battery A had gone the way of many other commands and was only a paper organization ready to tumble to pieces when put under the stress of real service.

It was not so much the fault of the boys who belonged to the battery, as of public sentiment, but it was distinctly the misfortune of Danville that after the manner of so many cities in her class she had been too busy in other fields to lend encouragement and aid to her citizen soldiers.

But the shock came, and the hurt, and then the awakening. The Adjutant General was askt to tell specifically what would be required to make the battery fit for service and how much time he would allow for the work to be done. The request

was granted and Danville was given from 15 June to 31 July to fit the battery for service at full war strength.

Then the city, imbued with the Rotary ideal of service, got to work. There was behind the movement a thoro organization, represented by the Chamber of Commerce. And so it came to pass that on 26 June a telegram was sent to the Adjutant General in command of the Illinois troops at Springfield, which tells eloquently the story of what a city can do when it finds at the helm the right men to master a situation. That telegram was:

On June 15, Col. Shand was sent to Danville by you with information that Battery A, organized in 1871, was no longer recognized by the War Department at Washington; that it was to be mustered out and the equipment shipped to the Rock Island arsenal. You were kind enough to give the Danville Chamber of Commerce until July 31 to reorganize the battery to stand Federal inspection. At 11:30 this morning, thirty-five days ahead of the time allowed, we are sending you the battery, rigidly inspected, recruited to full war strength, and with thirty-five men on the waiting list. Danville believes in preparedness and the Danville Chamber of Commerce is at your service.—P. L. Wills, Secretary.

So it happened that Danville was represented when the Illinois troops marched south. However, with the battery on the border the responsibility of the people did not cease. The town, thru the Chamber of Commerce, undertook to see that none of the loved ones left behind by the soldiers should suffer because of their response to their country's call.

Nor was that all. Danville kept in close touch with her boys on the border, looked after them, let them know that their home-folks were watching them and were ready to be prouder than ever of them if given only half a chance. And they gave this chance as the following sentences from a telegram testify:

Battery A of this regiment, under Captain Curtis Redden, joined the regiment without training or experience and in a period of three months, all under my observation, improved continuously and at the present time I consider that Battery A is the best fitted in the regiment for active service.
—Charles M. Allen, Colonel commanding 1st Ills. Field Artillery (Captain, U. S. A.)

That tells the story of how the Rotary ideal of service can be made to work with exceeding good profit to everyone.

San Antonio's Great Military Parade



By Paul H. Scholz, Rotary Club of San Antonio, Texas

FIFTEEN thousand soldiers of the regular army and state troops, marching in an unbroken column nearly twelve miles long, past in review thru the streets of San Antonio on October 4, Military Day, presenting one of the greatest military spectacles since the Civil War.

The Rotary Club conceived the idea and arranged for the entire program, ably assisted by General Frederick Funston and his staff. The railroads granted low excursion rates from all State points, bringing in thousands of people to witness the mammoth procession.

It was more than a parade, for only once since the Civil War has such a great body of soldiers past thru the streets of any American city.

The procession started promptly at 8:00 o'clock in the morning and finished about 11:30 o'clock. All the soldiers and their officers were clad in the field service khaki, and the entire march was conducted under field service regulations.

The Division had just completed an 83-mile jaunt in six days and it was a handsome procession of sunbrowned huskies, hardened and toughened, that marched

thru the flag bedecked streets to the martial strains of the twelve military bands and inspiring cheers of the crowds that lined the streets of the march. It was a great day for San Antonio and a still greater one for Rotary. General Funston and his staff viewed the parade, with the ladies of the Army and members of Rotary, from a balcony especially built for him.

After the parade the thousands of visitors took advantage of the opportunity to visit Camp Wilson, at Fort Sam Houston, which has been for years the second largest military post in the United States and which to-day is the largest.

The festivities of Military Day came to a close with an elaborate banquet given by the citizens of San Antonio at the St. Anthony Hotel, under the auspices of the Rotary Club, to General Funston and the staff officers of the Southern Department and of the Twelfth Division. Generals Funston, and Greene, and Howard E. Coffin, chairman of the Naval Advisory Board, were the principal speakers. The decorations were in red, white and blue, and the tables were arranged in the form of USA. The ices, cigars and many things on the elaborate menu were served in the shape of cannons and other military designs.

Rotary's Great Work For Red Cross

By Burdick A. Trestrail, Rotary Club of Toronto, Ont.

THE Toronto Rotary Club has endeared itself to the citizens of Toronto and to the entire British Empire by the phenomenal results achieved by its members during the recent British Red Cross campaign held in that city. The record stands as follows:

Over \$20,000 subscribed by the firms represented in the Toronto Rotary Club.

Over \$2,000 subscribed by the employees of the firms represented in the Rotary club.

Over \$25,000 worth of time donated by the members of the Rotary club to solicit subscriptions for the Fund, which efforts resulted in raising a total sum of over \$750,000.

That, briefly, is the story of an achievement that has marked the Toronto Rotary Club as the greatest organization of the Queen City of Canada.

The story of this campaign is an interesting one. On the evening of October 6, a meeting of the various patriotic organizations in Toronto was held, to decide upon the best manner of again raising funds for these organizations.

Bob Copeland, past-president of the Rotary club, was invited to represent the Rotary club and was requested to bring word as to whether his club was willing to take active part in any campaign that might be inaugurated. He was given carte blanche in the matter by the Rotary club and when, at the meeting, it was decided to launch a campaign for the British Red Cross Fund from October 17 to October 19, Bob pledged the support of the Rotary club and was elected president of the Campaign Committee.

\$750,000, the Mark Set

At the regular Rotary meeting on Friday, October 13, Major Dinnick, the campaign organizer, and Sir Edmund Walker, the Honorary Treasurer, addressed the club and stated that they were depending largely upon the Rotary club to carry on the campaign, as the Board of Trade, which handled it last year, was busily engaged in relief work in northern Ontario.

The quota set for this campaign was \$250,000 in three days, but the committee explained that \$750,000 was what they were really after and what they expected.

The Rotary club responded to the appeal most enthusiastically, and the teams were quickly organized and captains selected.

A banquet and meeting was held the night before the campaign opened, at which were distributed 15,000 cards with the names of firms and individuals, each team receiving a proportionate share to call upon.

The opening day started off with the utmost enthusiasm and by noon, \$141,000 had been raised. By the next noon this had reached \$250,000 and on the third day, nearly \$400,000, at which time it was decided to continue it one more day.

Flattering Tributes to Rotary Club

The campaign closed with a banquet and immense public meeting at Massey Hall on Friday evening, October 20, and the following results were announced:

The eighteen teams had collected \$568,-635.77. The subscriptions from the city and from the Women's Committee, which included schools, churches and other organizations, totaled \$57,910.34; the city contributed \$75,000, making a grand total of \$701,546.11, with hundreds of factories not heard from regarding their employees' list. The subscriptions for Toronto, when all contributions were in, exceeded \$750,000, the mark set.

The most flattering tribute was paid to the Toronto Rotary Club by the speakers at this mass meeting, including Lieut.-Gov. Sir John Henry, Premier W. R. Hearst and other noted public men. Bob Copeland presided at this meeting and, although numbered with some excellent speakers, undoubtedly made the best yet briefest address of the evening.

Various Rotary clubs and Rotarians of Canada and the United States generously contributed to the fund, including International President Arch C. Klumph.

This is the first work of this kind that the Rotary club has engaged in and the results were considered phenomenal by the Executive Committee.



Rotarian Burt Williams of Madison, Wis., who was the Democratic candidate for governor of Wisconsin at the recent election, and was defeated by his Republican opponent, also a Rotarian, has been elected president of the Associated Charities of Madison.

* * *

Rotarian E. L. Phillip of Milwaukee, was elected governor of Wisconsin at the November elections, on the Republican ticket, to succeed himself. His principal opponent was Rotarian Burt Williams of Madison, the Democratic nominee.

* * *

Rotarian W. E. Edge of Atlantic City, was elected governor of the State of New Jersey at the November elections.

* * *

Rotarian William L. Harding of Sioux City, was elected governor of the State of Iowa, on the Republican ticket, at the November elections. The Sioux City Rotarians gave a big banquet in honor of his success on the night of 22 November; there were present 600 guests in addition to the Rotarians, and the number included 200 from other cities, many being prominent public men in Iowa and nearby states.

* * *

Arthur Capper, member of the Rotary Club of Topeka, was re-elected governor of the State of Kansas, by a handsome plurality.

* * *

Woodrow Wilson, re-elected president of the United States, is an honorary member of several Rotary clubs.

* * *

Paul Sheldon, secretary of the Rotary Club of Houston, was one of the celebrated delegation of Rotarians from Texas to the Buffalo convention in 1913. Our Little Bird has it that while in Buffalo he met Miss Margaret Russell, daughter of Rotarian Fred Russell of the Buffalo Rotary Club. The following year Miss Russell was a member of the large Rotary delegation which went from Buffalo to the Houston convention, and at that time, by chance probably, she and Paul again met. Since then, so say our reports, there have been numerous conferences or conventions in Buffalo necessitating the attendance of Paul, and the result is that Margaret and he are planning to attend the Atlanta convention as Mr. and Mrs. Paul Sheldon.

* * *

George Brigden of the Rotary Club of Toronto, whose letter from Rotarian Lieutenant Fred G. Diver, written from the trenches "somewhere in France," was published in the November issue of THE ROTARIAN, writes that word has been received of the death of Lieut. Diver on the battlefield in the latter part of October. The following day Brigden wrote announcing the death at the front of Major John S. Lewis of the Rotary Club of Montreal. "This is the gentleman," said Brig-

den, "whom the late Lieutenant F. G. Diver mentions in the letter published in THE ROTARIAN. So they go, each day recording the death or deaths of those who have occupied a more prominent position in the commercial and professional life of our country." Major Lewis was born in the United States but went to Montreal twenty years ago. He was editor of the Montreal Star at the outbreak of the war, when he joined the Grenadier Guards. He was club correspondent for THE ROTARIAN.

* * *

Frank L. Mulholland of Toledo, Past International Rotary President, who was the Republican nominee for Congress in his district, still wears his same happy smile in spite of the fact that his normal Republican district went Democratic along with most of the rest of Ohio. Some of Frank's Rotarian friends in a distant state telegraphed him the Wednesday after election, asking information about the results. He replied, "I was snowed under with the rest of my ticket by a very good Democratic friend of mine." At a meeting of the Toledo Rotary Club following the election, when the program was in charge of the Toledo Advertising Club, one of the Advertising members, Harry Varley, read an original poem dedicated to Frank, as follows:

The Man Who Can Lose

Dedicated to Frank L. Mulholland.

By Harry Varley, Toledo, Ohio.

When you know that the world has you cornered at last,
And you stand with your back to the wall;
When you feel all the strength from your arms ebbing fast,
And you're wearied and sick of it all;
Fight it out to the very last inch of your space,
No weak whining for quarter, but choose
To go down, if you must, with a smile on your face
Like a man who has learned how to lose.

It is easy to stand when a battle is won,
With your face over-spread with a grin,
Making light of the fight and the things you have done
For the glory you then gather in.
But if you are crushed to your knees, beaten down,
And your faith to the winds has been lost,
It is better to hear as you walk thru the town—
"There's a man who could smile when he lost."

Why then care, tho' the body and brain may have failed,
If the soul of you, steadfast and strong,
Came out clean and unharmed from the fight that prevailed
And your lips were not robbed of their song.
Men will worship success and the gifts she imparts
While the earth spins her sun-measured cruise,
But a warm loving corner they save in their hearts,
For the man who has learned how to lose.

Bob Cornell writes from Houston: "Old Frank Mulholland opens up a tour of eight cities in the Twelfth Rotary District, December 1, at El Paso. In most of the eight cities he speaks under the auspices of Chambers of Commerce. Returning from California, he address the Phoenix (Ariz.) Rotarians, November 29. The remainder of his itinerary was: El Paso Rotary Club and Chamber of Commerce, Dec. 1; entertained Sunday, December 3, with a 'truthful' fishing trip by the 'Eleventh Fellows' of the Houston Rotary Club; December 4, New Orleans Rotary Club; December 5, Lake Charles (La.) Rotary Club; December 6, visited the birthplace of his presidency—the Galveston Rotary Club; December 7, spoke at Houston under the joint auspices of the Chamber of Commerce and the Rotary club; December 8, San Antonio Rotary Club; December 11, Waco Rotary Club; December 12, Corpus Christi, Chamber of Commerce; December 14, Alexandria (La.) Rotary Club."

Chesley R. Perry, secretary of the International Association of Rotary Clubs since its organization, took his first vacation in several years during November—a hunting trip into the woods of northern Minnesota with Ed Filiatrault of the Rotary Club of Duluth. Ches didn't succeed in shooting anything except three notches off his belt, by his hard work rounding up the game for other members of the party to blaze away at.

* * *

Frank Weedon, secretary of the Rotary Club of Syracuse for several years, is one of the leaders in the race for the position of secretary of the Syracuse Chamber of Commerce. Rotarian Lachlan MacLeay, who has been secretary of the Chamber of Commerce, resigned to become sales manager of the Smith Wheel Co. The Rotary club has, by formal vote, recommended Secretary Weedon for the vacancy.

* * *

"**Ed. Kelsey, Toledo Rotary's high powered and much beloved secretary, is in our midst again,**" writes Correspondent Medbury. "Back of the word 'again' is a recollection of a double major operation and prolonged weeks of suffering for Ed. The Toledo club will never forget the big gap his absence made in our ranks and the activity of our weekly programs. Those who have met Ed. at the Rotary conventions will recall what good fun he was and his tireless activity. So it was no surprise to us when he began to send the club long weekly letters from the hospital. Irvin Cobb could never approach our Ed. in these sketches of hospital life. Each letter was an improvement in hilarity over the last. After a final grooming at Atlantic City, we have him back full of 'pep' and making our meetings feel his bouncing energy."

* * *

Charles E. Lorenz, osteopathic physician, club correspondent and director of the Columbus (Ga.) Rotary Club, has been honored by an appointment on the Georgia State Board of Osteopathic Examiners, by Gov. Nat. E. Harris, for a term of three years.

* * *

Rotarian Ivan E. Allen of Atlanta is appreciated by his home folks. One thousand dollars in gold and bushels of well deserved praise were bestowed recently upon him by the leading men and women of Atlanta in token of their appreciation of the great success of the Southeastern Fair at Atlanta. Ivan is president of the Fair Association and the way he took time from his own business to handle the work of the Fair Association gives some indication of the certain success of the Trade and Professional Section Meetings at Atlanta during the Rotary Convention, for Ivan has accepted the Chairmanship of the Committee on Arrangements for the Section Meetings.

* * *

Tampton Aubuchon, president of the Rotary Club of East St. Louis, Ill., has been appointed general manager of the Louisville (Ky.) Industrial Foundation and East St. Louis Rotary will lose his services. The Kentucky organization is an industrial development association composed of Louisville business men who have created a fund of \$1,000,000 to be used to bring factories to that city. Several years ago, Aubuchon took charge of the East St. Louis Association of Commerce, then known as the Industrial League, and was very successful in his work with it. Rota-

rian Aubuchon was the moving spirit in the organization of the Rotary Club of East St. Louis.

* * *

Rotarian Clarence Jones of Chattanooga, one of the most popular members of the club, is the proud father of triplets, all girls, who came recently to become members of his family which already numbered six children. The members of the Rotary club, at the meeting on November 23, presented a shower of presents to Jones for the girls who have been named Marie, Mildred, and Estelle. At this meeting Rotarian E. D. Herron, Commissioner of Public Works, also the father of triplets, sat beside Jones. Lee Battle, the accountant member of the club, is the father of ten children.

* * *

James Lynch, the new president of the Rotary Club of San Francisco, has been a member of the club since November 14th, 1911. He is a member of the faculty of the University of California and is delivering a series of lectures on salesmanship in the Department of Commerce and Economics of that institution. He is the manager of the Herring-Hall-Marvin Safe Co.

* * *

The Rotary Club of Trenton has cause to feel proud of honors conferred by other organizations upon its members. Henry C. Moore has been elected president of the Broad Street National Bank. Samuel Haverstick has been elected president of the Boy Scouts and William G. Scammel has been elected scout master. Past President Edward L. Katzenbach is president of the Trenton Welfare Association. Secretary Charles F. Stout writes that Rotarian Newton A. K. Bugbee will be appointed State Comptroller.

* * *

Constant J. Auger, retiring president of the Rotary Club of San Francisco, was surprised at the conclusion of the annual meeting of the club, which terminated his term of office, when the directors presented him with a beautiful electric lamp which he had admired as part of the banquet decorations. The directors presented it to him as a token of their appreciation of his work as president and of their pleasure in serving with him during the year.

* * *

Rotarian Frank E. Hering, president of the South Bend (Ind.) Club, won a place in the hearts of New Castle, Pa., Rotarians when he gave the principal address at the Second Annual Community Banquet given to the members of the board of trade by the New Castle Rotary Club.

* * *

Clovy H. Frary, until recently manager of the Western Union in Hutchinson, Kansas, and a member of the Hutchinson Rotary Club, has been advanced to the position of Traveling Commercial Agent for his company with headquarters in Omaha, Neb.

* * *

Reverend Harold W. Haynes has become an Involuntary Past Rotarian thru his change of residence from Augusta, Me., to Berlin, N. H., where he is pastor of the Universalist church. He writes that he regrets his loss of membership in Rotary very much and says, "Rotary has especially appealed to me because it has cut the ornaments and frills off religion, put it into working garb and set it at real labor among men. I consider it an honor to be elected to membership in Rotary."

Rotarian John St. John of Madison, Wis., has been elected president of the Madison Board of Commerce.

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E. B. Trefz, of the Rotary Club of Kalamazoo, Mich., for some time field secretary of the Chamber of Commerce of the United States, with headquarters at Chicago, is now associate secretary of the Chamber of Commerce of Los Angeles, Calif.

* * *

Rotarian Peter Reid Ritchie, of Edinburgh, Scotland, accompanied by his wife and two children, spent a few hours in Chicago recently, between trains en route from New York to Portland and Seattle. International Secretary Perry and President Harry Wilkie, of the Chicago Rotary Club, met them at the railroad station.

* * *

Major M. J. McDonough of the United States Engineering Corps, a former member of the Albany, N. Y., Rotary Club, has been elected a member of the Rotary Club of Memphis, Tenn.

* * *

Ferdinand C. Kath, formerly cashier of the State Exchange Bank, Hutchinson, Kansas, has moved to Topeka to become president of the Kansas Reserve State Bank organized in that city. Fred Cooter, president of the State Exchange, takes Ferd's place in the Hutchinson Rotary Club.

* * *

President Lloyd J. Noaker of the Rotary Club of Canton, Ohio, has been elected vice-president of the Ohio Association of Ice Cream Manufacturers, with headquarters in Columbus.

* * *

Allen D. Albert's mother passed away in November at Washington, D. C., where she had been living for some time with Allen's brother. Those Rotarians who were privileged to be present at the Southern Conclave in New Orleans last winter will recall Allen's story of his old French grandfather and the birth of his mother in the city of New Orleans and her subsequent wooing by a Pennsylvania schoolmaster. At the time of her death she was in her 79th year. She was one of the most faithful and interested readers of this magazine and her last year was made very happy by the great work done in Rotary by her son. Her body is at rest in the beautiful Arlington National Cemetery at the National Capital.

Owen Albert, who has been having a very up and down time recovering from typhoid, is now believed by his parents to be positively on the road to complete recovery.

* * *

Strickland Gillilan, poet and humorist, member of the Baltimore Rotary Club, has recently published his second book of verse under the title "Including You and Me," in which are included the best of his recent poems published in newspapers and magazines.

* * *

Major Wesley King, of the Salt Lake City Rotary Club, has been mustered out of the Federal military service in which he was Judge Advocate of the 16th Provisional Division and of the District of Nogales. Major King is back on his old civilian job as vice-president of the Halloran-Judge Loan and Trust Co. of Salt Lake City.

Rotarian William C. Spearman of Wilmington, Del., who has been in active service in France for some time, has returned home.

* * *

William Jennings Bryan, honorary member of the Rotary Club of Flint, Mich., was a recent guest of the Rotary Club of New York City. President Vandever of the New York club reports that Mr. Bryan is an enthusiastic Rotarian and expects to call on a number of Rotary clubs in the near future in the course of his travels.

* * *

It is generally conceded that "Doc" Sloan, editor of the Cleveland Rotary Club's "Weekly Reminder," is the highest priced and smallest paid editor in the world. The "Reminder" carries a few paid ads, enough to pay postage and printing, then if any is left Sloan gets it. He says that so far the only thing "left" is the editor, but he has managed to get thru the year and if they will just double his salary for the current year he will be satisfied. All in favor say "Eye." "The 'eyes' seem to have it, the 'eyes' have it." Your salary is doubled Mr. Oculist.

* * *

Rotarian Frank Jennings of Chicago, advertising manager of THE ROTARIAN, recently visited Danville, Ill., and was the guest of the Rotary club at luncheon. Frank reports that Danville Rotarians are making great preparations for the conference of District No. 8, to be held there in February. "The Rotary Club, the Danville Chamber of Commerce, and several public spirited Rotarians," says Frank, "will use six pages of advertising space in the February issue of THE ROTARIAN to boost their city and secure a big attendance at the conference. They say their entertainment will be 'something different.'"

* * *

F. W. Galbraith, Jr., first Vice-President of the International Association of Rotary Clubs, has been elected president of the Business Men's Club of Cincinnati. During his administration, the club will put up a \$1,300,000 building. There will be many difficult problems to solve and it will require some work and some time, but Fritz is pretty generally known to have "some" capacity for work.

* * *

Miles W. Beemer of Newark, N. J., Secretary of the State Board of Tenement House Supervision, has had a lantern slide made of a portion of the Knight cover of THE ROTARIAN (used in February and June 1916) and is utilizing the slide in connection with an illustrated lecture about the work of the tenement house commission. The portion of the cover which he made use of was that part containing the angel pointing out the motto HE PROFITS MOST WHO SERVES BEST to the Knight of Rotary.

* * *

Rotarian W. D. Nesbitt of Birmingham, Ala., has been elected director of the Alabama Chamber of Commerce.

* * *

Seale Harris of the Birmingham, Ala., Rotary Club has been re-elected Secretary-Treasurer of the Southern Medical Association which position carries with it the editorship of the Southern Medical Journal.

* * *

Stuart C. Morrow, who did such good work in organizing several Rotary Clubs in Great Britain and Ireland, is now a permanent resident of the City of Portland, Ore., says the Bulletin of that club.

ROTARY EXTENSION WORK

DISTRICT No. 2

Thomas K. Smith, Syracuse, Governor

Allan Fraser of the Buffalo Rotary Club sends the following account of the organization of the Rotary Club of Niagara Falls, N. Y.: The Rotary Club of Buffalo has felt for some years that the Falls of Niagara would be more wonderful in their majestic grandeur if a Rotary club could nestle itself close to the mighty cataract, and with that idea in mind each year systematic work has been done, and seeds have been sown here and there which every one knew would sooner or later bring forth a plentiful harvest.

Almost as if to show the great force of Rotary in this season of short crops and scarcity of everything, from fresh eggs to locomotives, the soil broke and up peeped a little stem, a sign of life.

The spray of the Falls watered it and the warmth of the Rotary sun reflected from the Buffalo club developt it and it grew in the rich soil that had been for years growing more fertile, until lo and behold, one October morning, Niagara Falls awoke to find that the stork had made a visit and left a little new Rotary baby.

Fifty-two veteran Rotarians from Buffalo attended in a body, and the occasion also was made memorable by the presence of our distinguisth district governor, Thomas K. Smith.

A splendid program had been arranged at the Temperance House, the only dry spot around the Falls, and after speeches made by visiting Buffalo Rotarians and the district governor, the Niagara Falls Club, which had already elected its officers, presented these gentlemen to the Buffalo Club for appropriate ceremonies. The ceremonies were unique, and the wonder of it all was, as each officer afterwards exprest it, how Buffalo knew so much about the idiosyncrasies of Niagara Falls, to which Buffalo replied, "that's part of our business." The club has 33 charter members. From recent accounts Baby Niagara is beautifully progressing. It took a few days to regulate the food problem, but even grown-ups at times experience such troubles.

Recently Organized Club

Rotary Club of Niagara Falls, N. Y. Organized 30 October, 1916. The officers are: President, F. A. Lidbury, 33 Sugar Street; vice-president, C. A. Winder, Gluck Building; secretary, Charles Woodward, 112 Gluck Building; treasurer, George G. Shepard, 610 Main Street.

DISTRICT No. 3

Stewart C. McFarland, Pittsburgh, Governor

Rotary in District No. 3 is moving steadily forward. The sterling silver cup, offered as a trophy by the district governor to the club showing the highest percentage of attendance, will no doubt go to the Wilkes-Barre Rotarians. This club shows a percentage of attendance for October and November of over 88 per cent. The attendance contest is weeding out considerable dead timber and is making members appreciate their membership. In District No. 3 we hope soon to see the day when every single cog will be a live-wire—sound and healthy, and able to do his share of the work cut out for Rotary.

Your governor carried a message of Rotary to each of the four clubs located in the northeastern part of his territory, namely, Scranton, Pottsville, Wilkes-Barre, and Shamokin. The Shamokin Club, the only club not yet affiliated with the International Association, he found ready to ask for admission. He also made a trip to Youngstown, Ohio, and to Grand Rapids, Mich., and made a speech before both clubs in these towns. Returning from Grand Rapids by way of Chicago, he spent a very profitable day at Headquarters and with the founder of Rotary, Paul P. Harris.

It is expected that the District conference will meet in Reading, Pa.

The meeting of the Advisory Board, consisting of the presidents of the twenty-three clubs, called for November 26, was postponed until some time in December.

DISTRICT No. 4

Thomas B. McAdams, Richmond, Governor

Club Elected to Membership in Association

Rotary Club of Charlotte, N. C. Elected as of 1 December, 1916. The officers are: President, Roger W. Davis, southern agent Saco-Lowell Shops, textile machinery, Realty Building; secretary, Thomas W. Lane, purchasing agent, Mill Power Supply Company, electrical supplies, First Street. Meetings every Tuesday at 1 p. m.

DISTRICT No. 6*James H. Allison, Nashville, Governor***Recently Organized Club**

Rotary Club of Johnson City, Tenn. Organized 22 November, 1916. The officers are: President, B. S. Pouder, Elks' Home Building; secretary, E. Munsey Slack.

DISTRICT No. 7*Jacob A. Oswald, Dayton, Governor*

The Rotary Club of Massillon, Ohio, was organized November 9, with the assistance of Rotarians from Canton, Akron, Cleveland, Toledo, and Chicago. Edwin B. (old man) Lord, formerly of the Joliet Rotary Club, is the secretary of the Rotary Club of Massillon. Lord has been in Massillon for some months as secretary of the Chamber of Commerce. He is credited with being the instigator of the Massillon Rotary Club. There was an attendance of over 125 at the organization meeting, which was a very lively Rotary affair with good stunts by the Toledo, Akron, and Canton Clubs.

Recently Organized Club

Rotary Club of Massillon, Ohio. Organized in October, 1916. The officers are: President, Dr. J. A. Carnes; vice-president, O. A. Acuff; secretary, Edwin B. Lord, 307 McClymonds Building; treasurer, Oliver F. Binford.

DISTRICT No. 8*Frank P. Manly, Indianapolis, Governor***Recently Organized Clubs**

Rotary Club of East St. Louis, Ill. Organized in October, 1916. The officers are: President, Tampton Aubuchon; vice-president, D. F. Parsons; secretary, Charles J. Schiele, 441 Missouri Avenue; treasurer, Paul A. A. Schlafly.

Rotary Club of Waukegan, Ill. Organized 8 November, 1916. The officers are: President, Louis J. Yeoman, 117 Genesee Street; vice-president, Elam L. Clark; secretary, Garfield A. Bowden; treasurer, Franklyn R. Muller.

DISTRICT No. 11*Robert Stone, Topeka, Governor*

The Rotary Club of Pittsburg, Kans., was organized November 21, with the assistance of a delegation from the Joplin (Mo.) club. The Kansas Pittsburg is spelled without the final H, while the Pennsylvania Pittsburgh has the H. Pittsburg, Kans., started with 45 charter members, the finest kind of material for Rotarians. The Joplin delegation carried with them a song, written for the occasion by Adolph Schoenherr, secretary of the Rotary Club of Joplin, and sang it with great effect.

DISTRICT No. 12*Lynn B. Milam, Dallas, Governor***Club Elected to Membership in the Association**

Rotary Club of Brownsville, Texas. Elected as of 1 December, 1916. Club Number 255. The officers are: President, David L. Spero, 1205 Elizabeth Street; vice-president, Ellis Chaney, 1103 Levee Street; secretary, E. B. Camiade, 1204 Washington Street; treasurer, John Gregg, treasurer Rio Grande R. R. Company.

DISTRICT No. 17*Bruce A. Carey, Hamilton, Governor*

District No. 17 pulled off its big Rotary extension "stunt" Wednesday night, November 23, in our new million-dollar hotel, at Hamilton, promoted by Harry L. Frost—some Rotarian. (Harry, by the way, was made president of the Associated Board of Trade of Ontario on the same day.)

We took advantage of the presence of Immediate Past International President Allen D. Albert, who was the chief speaker, to draw in delegates from London and Toronto, and visitors from Brantford, St. Catherines, Kitchener, Guelph, Sault Ste. Marie, and Peterboro—about forty in all.

Allen was at his best, and both at the Trade luncheon and at the Rotary dinner, made a tremendous impression. The visitors went back to their respective homes with a mission to perform as a result, although I feel sure, that in spite of careful preliminary propaganda, some of them expected a rollicking time. Don't believe that we didn't enjoy ourselves, though, the whole 350 of us, not counting visitors and ladies. The big boys and girls haven't lost the art of romping; or if they had, they found it again, thanks to Rotary. Like true Rotarians, however, the real punch of the night was the admonition to our baby members (and they were heavy babies, both in weight and business power), by Controller Bill Cooper; the presentation remarks by Fred Macpherson; and last and everlastingly memorable, Allen Albert's talk on the vital elements of Rotary. The district governor was presented with a large model Rotary wheel and Albert was the recipient of a silver memorial platter.

The visitors from the six cities, mentioned above, were thoroughly inoculated with the Rotary virus and I am confident that organization work in the home towns will proceed rather rapidly.

THE THIRD OBJECT

Notes From The Rotary Clearing House

THE REASON OF IT

I. A. of R. C. Headquarters, 10 December, 1916.

My dear Fellows:

Several weeks ago, Managing Editor Kellar and I got into a friendly argument regarding the "make-up" of the next issue of THE ROTARIAN. In the course of our discussion I remarkt that I thought the magazine was not publishing enough news about the International Association, considering the fact that it is the official organ of the Association. Phil countered with the remark that he was printing everything along this line that he could get his hands on. So we let the matter rest. A few days ago, he came back at me with a suggestion that I put into practice some of my "service" preachments, and furnish him every month with some items for a new department in the magazine which would be in the nature of a chatty monthly letter from the International Secretary to the members of the different clubs. He promised to jog my memory from time to time, and I promised to do my best. So that is the reason for this new department. It is my hope to have it contain information that will prove of interest to Rotarians and that it will keep them better informed concerning the activities of their International Association. Thus we will be doing another bit towards living up to the third object of the Association, as set forth in our constitution—"To study the work of existing Rotary clubs and their value to their respective members and communities, and to clear the information thus acquired for the benefit of all Rotary clubs."

* * *

CHANGES IN CLUB CONSTITUTION

The secretary of one of the clubs in the Association, which was organized in 1911, has askt the following question: "Must the changes in Constitution and By-Laws of Rotary clubs be submitted to you for approval before adoption by the local organizations? We are up in the air on the question." Answer: Since the San Francisco Convention in July, 1915, all new clubs have adopted the Standard Constitution which they cannot change without the consent of the Board of Directors of the International Association. At the San Francisco Convention it was agreed that all the clubs then in existence would not make any change in those articles in their respective constitutions which correspond to the articles in the Standard Constitution without the consent of the International Board. If the changes your club proposes to make, affect the specified articles, then the changes must be submitted to the International Board through my office.

* * *

ATLANTA PROBABLY NEXT MEETING PLACE FOR BOARD

We have just concluded another meeting of the Board of Directors of the I. A. of R. C. Last year the precedent of holding Board meetings in countries other than the U. S. was started with a Board meeting in Toronto, Canada. This year it was hoped that circumstances would permit the Board to assemble somewhere in the United Kingdom or else in Cuba. After a careful survey of the Association's finances the Board has concluded that the necessary expenditure for a Board meeting in any city distant from the places where our directors reside would be an unwarranted expenditure especially when funds are unavailable for traveling expenses for our district governors, for the district conferences, for the various committees of the Association

and even for traveling expenses for the International officers to visit the clubs and the conferences.

It is possible that the president and secretary will be sent to Havana in February, for the directors feel that thereby a service would be rendered to Rotary by bringing the only Latin-American club in closer touch with the International Association, by increasing the interest in and knowledge of Rotary among the business and professional men of Cuba and perhaps of other Latin-American countries and by widening the viewpoint of American Rotarians as to the problems that are to be met and solved in Rotary extension work in Spanish America.

President Klumph, First Vice-President Galbraith and Second Vice-President Gundaker will meet together as a Finance Committee at an early date and it is probable that a general committee on finance or ways and means will be appointed with a personnel made up of some of the most experienced and sagacious business men in all Rotary.

The I. A. of R. C. has great opportunities before it. Will it take advantage of them? Is it prepared to measure up to its opportunities or will Rotary mark time and leave it to other organizations to go forward, pass us and be acclaimed as the real Rotarians?

* * *

CHAIRMEN ARE RESPONSIVE

In no previous year has there been such a responsiveness from and a getting-to-work by Committee Chairmen as is being manifested this year. Each Chairman seems to be very happy over the personnel of his committee and there is every indication that this year will see the accomplishment of some of the most effective and valuable work ever before accomplished or even undertaken by committees of the Association. Now that the committees are ready, if anyone has any suggestion of any sort for the betterment of Rotary in any way send it in to Headquarters and it will be referred to the proper committee for thoughtful consideration.

* * *

INDEX TO VOLUME IX OF "THE ROTARIAN"

We have had compiled and printed a complete index and cross index to Volume IX of THE ROTARIAN—the volume completed with the December, 1916, issue. We have a few copies on hand which we shall be glad to send to those Rotarians who are preserving their copies of the magazine for binding.

* * *

RESOLUTIONS FOR THE 1917 CONVENTION

Bob McDowell (R. A. McDowell, Lincoln Bldg., Louisville, Ky.), chairman of the 1916-17 Committee on Resolutions of the International Association, is trying to devise a plan by which delegates to the convention may have some advance information relative to the resolutions which they will be called upon to consider and pass upon. It occurs to me that there should be some opportunity given the Rotary clubs to have knowledge at home of resolutions which are to come up before the convention. It might be practical to have a rule that resolutions must be submitted to Headquarters thirty days prior to the convention and copies of the same be cleared to the member clubs, and providing also that no other resolutions could be considered by the convention except by unanimous consent. It seems proper also that no resolution should be voted upon by the convention until the man who has offered it, or the representative of the club that offered it, shall have had three to five minutes in which to present the arguments for its adoption. It might be wise to adopt a rule providing that no resolution shall be voted upon (if there is any decided opposition to it) until after someone who is opposed to it shall have had a few minutes time in which to state the reasons for his opposition. In past conventions it has been the general practice, rather than the exception, for someone immediately the moment a resolution is reported out, to move to lay it on the table and thus shut off all debate;

or else it is defeated by a motion to not concur or perhaps adopted by a motion to approve the report of the committee. Resolutions should be debated. The motion to lay on the table is the most misused motion of all. It gives no one a chance to protest, no one a chance to speak either in favor of or against action. If carried, it puts the matter in a state of suspended animation, neither defeated nor approved. Many people use the motion to lay on the table as a means to defeat a matter. In my mind, that was never the purpose of this motion.

* * *

ROTARY EXTENSION IN SOUTH AMERICA

Thru our Immediate Past President Allen D. Albert and District Governor Winchenbaugh of Boston, Headquarters has been placed in touch with a man whose interest may be very effective in furthering the extension of Rotary in South America. He is Charles T. Ewald, General Secretary of the South American Federation of Y. M. C. A.'s. Mr. Ewald was the guest of the Hartford Rotary Club recently when Past President Albert and Governor Winchenbaugh were present. Albert and Winchenbaugh took advantage of the opportunity to talk with him about Rotary in South America and aroused his enthusiastic interest.

* * *

COMMERCIALIZING ROTARY

Some recent correspondence between two Rotarians of different cities, which came to this office, prompts the suggestion that it might be a fine thing to have an earnest discussion at the next International Rotary Convention as to just what we mean by "Commercializing Rotary." There should be plenty of time given to the discussion. The correspondence referred to consisted of a circular letter issued by a Rotarian in one city and addressed to other Rotarians in his classification in other cities. It was headed "Dear Rotarian." The circular brought a rather sharp letter in reply from a Rotarian in another city. It seems that a Rotarian in one city might be permitted to address a Rotarian in another city on the basis that they are both Rotarians and therefore, that a pleasing basis for business might be established, provided the second Rotarian has use for what the first Rotarian has to offer. After all, however, it is a matter of how people take things. If some resent the use of Rotary membership as an introduction, then of course it would be impolitic to so use it in addressing them. The matter of "Commercializing Rotary" is an important question and will continue to become more and more important as the organization increases in size and as it has more and more imitators. At present "Commercializing Rotary" is a rather vague term and it seems that it would be doing a great service to all Rotarians if the next convention could make it more definite.

* * *

UNIFORM CLUB ROSTERS

Ralph G. Wells of Boston, chairman, and the other members of the special committee on Standardizing Club Rosters, appointed in accordance with the resolution adopted at the Cincinnati convention, have a very important task to perform. In order to do good work they need the cooperation of all of the club secretaries. If this committee can evolve a style of roster that will meet the needs of all of the clubs and combine the best features of each roster, it will be a genuine service to all Rotary. It is no easy job and so let us all do the best we can to help Rotarians Wlls, Beamish, Brooks, DeRouville, and McCartny. Anyone who has used a Rotary club roster is competent to have an opinion as to what a roster should contain and how it should be prepared. What do you think about it?

* * *

CLUBS THAT IMITATE ROTARY

I am sure you will be interested in this letter from President Klumph about clubs that are in imitation of Rotary clubs:

My Dear Ches: It has been reported to me, as well as to you, that there have been cases where organizers for other clubs or societies have represented that they were organizing something similar to Rotary, and that in doing so they had the approval and endorsement of Rotary, and I wish that you would convey to the clubs my thought that we should be exceedingly careful in this matter. It does not appear in what way these organizers claim that the endorsement of Rotary has been given, but it certainly has not been given by the International Association. In fact, I note that during the past year publication was made of the fact that the International Association does not in any way endorse any other organization, nor have I any definite knowledge of any local Rotary club that has assumed to endorse the organization of a similar club in their city, or anywhere else. The probability is that if any such misstatements as to endorsement have been made, they have been merely an expression of belief on the part of some over-zealous organizer. Just the same, I think we should give consideration to the matter, and that the officers of each club should be called on to avoid doing anything in the club that would seem to give endorsement to other organizations (of which we can know nothing, or but very little); and further, that each club president caution the members of his club to avoid saying anything or doing anything as individual Rotarians that might seem to be endorsing something as being the same as Rotary when, as a matter of fact, it may prove to be something very different from Rotary. There is an interesting discussion of the subject in the printed proceedings of the 1916 convention, pages 291 to 306, in the Round Table of the Membership Committee. It would be well for every club president to read this discussion. Cordially yours, ARCH C. KLUMPH, President.

* * *

DO YOU WANT TO REMEMBER YOUR FRIENDS TOO?

Allan Fraser of the Buffalo Rotary Club wrote a very complimentary letter about THE ROTARIAN, some of which I publish in my Weekly Letter of December 4, in order to pass the suggestion contained in his letter along to other Rotarians before Christmas. Allan said that he thought THE ROTARIAN should have a very large non-Rotarian mailing list.

"Right at this moment," he wrote, "I can think of four or five people to whom I would like to send a year's subscription as a Christmas present * * * people who would derive great benefit and pleasure from our magazine. It is inconceivable that I should be the only Rotarian who feels this way. One copy of our magazine upon some library table might easily be an inspiration for another Rotary club. Other and far less worthy magazines employ this method around the holidays, of increasing their circulation. What is to prevent us from doing the same?"

Of course I told Allan I thought his idea was a very excellent one and suggested that he put it into practice personally immediately and we would send a letter to each one of the persons to whom he ordered the magazine sent, telling them that it was a gift from him. And it occurs to me that there is no reason why such a good practice should be confined to the holiday season. It would be very gratifying and a great boost for Rotary as well as THE ROTARIAN, if every Rotarian would have the magazine sent to a non-Rotarian. In this connection I quote from a letter from a man living in a city which hasn't a Rotary club. He said:

"I am enclosing one dollar (\$1.00) for the renewal of my subscription. I read a good many different kinds of magazines in the course of a year and say frankly that in few do I find the same measure of stimulus that I do in your magazine. I don't know the extent of your subscription list, but I am mighty certain that your magazine deserves a wide reading."

Most of our subscribers who are not Rotarians, renew subscriptions promptly and generally send a note of appreciation similar to the one just quoted.

Yours Rotarilly,

Charles W. Penny-



Why You Should Attend the Atlanta Convention

By John A. Turner, Rotary Club of Tampa

An address before the Rotary Club of Tampa which was printed later in the Tampa newspapers, and is reproduced here for its value and interest to all Rotarians.



HE question frequently presents itself to many of us, Why should Rotary have a convention? It may be interesting to know a few of the things that happen and are expected of those attending.

The first reason for holding a convention is to get a definite opinion on as many as possible upon subjects which have been brought up in the various Rotary clubs and have not been settled to their entire satisfaction; for instance, the disposition of the Involuntary Past Rotarian, the matter of club meetings, the matter of classifications and duplications of classifications, the matter of single representation, etc. By placing these before the entire body, with a representation from every club, the International directors are enabled to act with a sureness of conforming to the wishes of a majority.

The second reason is educational, it is the training in Rotary of all members attending. A convention acts as a high school to those who have already taken an active interest in their own Rotary clubs. The spirit which is so essential to a college is found here in superabundance and when you get it you will have reached a place where you are ready to appreciate Rotary in its broader sense.

A third reason is the direct benefit you derive from the meeting and getting to know a lot of good fellows with widely separated interests who are all executives and have ideas which may be worth while to you.

Why Atlanta?

The Rotary clubs of the southeastern section of the United States are responsible for the convention going to Atlanta. This is the first time that this section of Rotary has been so recognized by the International Association. The accessibility of Atlanta to a majority of the Rotary clubs was a feature and the precedent Atlanta had established by having entertained the Shrine showed clearly that it was able to take care of the Rotary convention, no matter what the size.

Atlanta has 111 hotels and restaurants; of this number eleven are large, first-class hosteries.

Atlanta has an Auditorium with a seating capacity of 8,000 and has 20,000 feet of floor space which is placed at the disposal of the convention. Smaller convention halls are Taft Hall in the Auditorium Armory and halls in the Ansley, Piedmont, Kinball, Aragon hotels and the Chamber of Commerce, each seating from three to five hundred people.

There is no harder problem for the convention to handle than the hotel accommodations. You

have been furnished with a folder showing all the hotels, with the rates and location. You are asked to select the one you wish and make reservation in it and if you cannot get in there, try others until you get located—sending a carbon copy of your reservation to Albert S. Adams, P. O. Drawer 892, Atlanta, that he may know who is located and who is not. Another thing: While it is customary during ordinary times to hold a room upon request, at convention times the demand for rooms becomes so intense that the only way to handle the proposition is on a cash payment basis. Make your reservation and pay one day rental.

Entertainment Plans

Sunday, 17 June, will be a general get-together and good time at Piedmont Park and the delegates and visitors are all asked to be present on the first day. This is important, as the registration and general getting settled and meeting of all Rotarians will be part of this day's work.

Monday will see the beginning of the convention and in the evening they have what will probably be the most unique feature ever put on at any convention. It is their intention to show a little of the genuine Southern hospitality of which everyone has heard so much and which is paraded in public but little. This is to be done by establishing headquarters for states in the handsome homes along Peachtree Drive, with the street roped off and appropriately decorated. Then each state will hold open house in one of Atlanta's exclusive mansions. Louis Hicks, in explaining this said, "Such a stunt is only possible with the Rotary clubs." The clubs will be expected to arrange whatever sort of entertainment in their individual houses they see fit, and will of course make a visit to each of the other houses. The appropriation for this one feature is \$8,000 and they expect to make it most elaborate.

Tuesday evening will be given over to the President's ball. By placing it at this time, there is avoided the embarrassment attending the introduction of the newly elected president, which is the case where the ball is held on the last day of the convention. This is to be a palm beach or white suit affair. There will not be a function during the entire convention which will demand a dress suit. Palm beach or white will be full dress.

Wednesday they will stage a pageant at Grant Park which will have the coloring and life of a real *Mardi Gras*. Each club is to array itself in such fancy costume as it sees fit and put on a stunt of its own choosing. There is a stage and all the ma-

terials at hand. In the event of rain, there are the two large halls which will take care of any sized crowd. It has been suggested that the Tampa crowd put on a Gasparilla stunt, using the lake in Grant Park for the landing and making the usual formal demands for the keys, etc.

Thursday will see the convention at East Lake and the program will be even more elaborate than on the day before. The entire convention and ladies will take part in this barbecue, picnic, etc.

Friday will be the reception to the newly elected president and officers.

Cups will be offered for largest attendance, largest band present, largest number from furthest point, secretarial work exhibit, golf tournament, best display at pageant, and many others.

The folder on hotels gives a full description of each and a careful looking over of this and early reservation will probably make the convention much more enjoyable to all. It is to be hoped that Tampa, Jacksonville, Key West, Havana and Pensacola will get together for a special train that will be a credit to the southeastern section.

CONVENTION ACTIVITIES

Asheville, N. C.: The Rotary club has sent out invitations to other Rotary clubs to stop off and visit them on their way to the Atlanta convention in 1917. The invitation reads as follows:

"The high altitude Rotarians of Eastern United States invite you to—'Come on up.'—

"Here is where Rotary is lifted to the very heavens. This is 'The Land of the Sky.' Come up and enjoy the cooling June breezes and bracing rare atmosphere of our lofty level on the Pinnacle of Rotary this side of the Father of Waters.

"Make your plans now for your delegates to visit us before or after the Atlanta convention next June.

"Rotary welcome, Rotary fun, and an auto trip to a dizzy mountain top in the city limits, are some of our plans for your entertainment.

"Will you come? Will you write me soon? Thank you very much.

"—Yours in Sky-High Rotary.

"P. S. Need we say that this invitation includes that of our wives, daughters and sweethearts to yours?"

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Cincinnati, Ohio: Cincinnati is planning to take a big party to the Atlanta convention. Every week the Atlanta convention attendance thermometer shows the black line going higher. Already nearly 150 members and their wives have announced their intention of going to the 1917 convention.

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Chattanooga, Tenn.: Rotarian Warren Rohr, who represented Chattanooga at the conference of Rotary clubs of the southeastern United States at Knoxville relative to the entertainment of the Atlanta convention guests, made a written report to the club which was considered of sufficient importance to have mimeographed and a copy sent to every member. Rotarians en route to the Atlanta convention will be invited to stop over in Chattanooga, arranging their itinerary so that they will be in this city either Friday or Saturday before the opening of the convention. The local club plans to receive the delegations, direct them to various points of interest and entertain them informally.—Houston R. Harper, correspondent.

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Chicago, Ill.: Past District Governor, Herb Angster, of the Eighth, has been in Atlanta taking

care of hotel reservations for the Chicago delegation to the 1917 convention. Chicago—the Mother Club of Rotary—is making preparations to go to Atlanta and show her children that the old lady is still pretty spry and very much alive. She expects to set a good example for the children by going to the convention on special trains and she will be all dressed up.—Jas. H. Butler, correspondent.

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Columbus, Ga.: Fred Story was sent as a delegate from the Columbus Rotary Club to a meeting of the Fourth, Fifth and Sixth Districts, at Knoxville, to make plans for aiding Atlanta in entertaining the convention of the International Association of Rotary Clubs. This conference had as its honored guest, President Arch C. Klumph. The meeting was full of interest and was well attended.—Charles E. Lorenz, D. O., correspondent.

* * *

Jackson, Mich.: So sincerely enthusiastic were the reports of the four members who attended the Rotary convention in Cincinnati that plans have been completed for at least 50 high voltage Rotarians from Jackson, to attend the Atlanta meeting. This will mean a nearly three-fourths attendance of the entire membership. The Jacksonites will be accompanied by the famous Withington Zouaves, numbering 27. Each member of the Jackson club has been furnished a savings bank book by the banker member and by weekly deposits from November 1 to convention time it is believed everyone will have laid away enough money so that private funds will not have to be drawn upon. A minstrel show will be held this winter to defray other expenses. The committee is working hard and the result will be seen and heard in the watermelon country next June.—Guy C. Core, correspondent.

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Kansas City, Mo.: "The Buzz-Saw," house organ of the Kansas City (Mo.) Club, is being sent to 10 per cent of the membership in International Rotary. We want the 1918 convention—Q. E. D. And Q. will be further D.—F. M. Staker, correspondent.

* * *

New Orleans, La.: On to Atlanta's our slogan now. We'll get there; but we don't know how. Some say they'll go without a doubt; and others'll

take the gasoline route. Each month the Rotes pay in three cold plunks, which means they know how go their trunks. Our committee say the thing won't rust; and we'll reach Atlanta strong, or bust.—Billy Burk, correspondent.

* * *

Savannah, Ga.: Savannah Rotarians are making ready for the convention at Atlanta, each

of the members contributing \$20 to a general fund. It is thought that a large number of Rotarians from the east will go to Atlanta via Savannah, coming by sea from New York to Savannah. Savannah will entertain these Rotarians before they take train for Atlanta.—Luke P. Pettus, correspondent.

Inter-City Fellowship

Conference of District No. 1 at Springfield, Mass.

By Stewart Anderson, *Rotary Club of Springfield, Mass.*

The annual conference of District No. 1 (comprising the Rotary clubs in New England), was held at Springfield, Mass., November 11 and 12. Men and women from various parts of the New England territory were in attendance, and the guest of honor was Allen D. Albert, immediate past president.

The first meeting was a dinner at Rotary headquarters, the Worthy Hotel, Friday evening, to which the ladies were invited. Rotarian Mayor Stacy of Springfield made a brief address of welcome. He was followed by Rotarian Rev. Dr. Fenwick L. Leavitt of Worcester, Mass. Next came Lester R. Winchenbaugh, district governor. Allen Albert then took the floor, and was received with cheers. His address dealt mainly with the needs of New England and with the spirit necessary for their complete supplying. He held up a mirror to his New England brethren and their ladies. The address was an inspiring one, and Allen's personality won the hearts of all. Rotarian Joe Mitchell Chappel wound up the program and made one of his vigorous talks that make his hearers think of his famous "Heart Throbs." Fred R. Brown, president of the club, presided, and made everybody at home.

Saturday morning the men gathered at the Y. M. C. A. building for a conference and discussion of methods for utilizing Rotary and the Rotary spirit in New England. The ladies in the meanwhile were given an auto ride about the city, and just before noon were taken to the splendid municipal auditorium to listen to a brief organ recital. Hall and organ evoked their unbounded admiration.

At 12:30 the men gathered at headquarters for luncheon, at which Allen Albert was again the speaker and was the asker and answerer of many questions, New England being the theme. Lester Winchenbaugh presided.

At the same hour the ladies had luncheon in an adjoining room. They opened with the singing of America, had a Rotary roll-call, and indulged in speeches—one of the speakers was Mrs. Joe Chappel, and her brief address was a good one. The ladies asked each other why they should not join with their husbands in advancing the cause of Rotary. Mrs. Stewart Anderson, of Springfield, presided.

In the afternoon many of the visitors accompanied some of the Springfield men and women to Pratt Field, the athletic grounds of Springfield College, where they were spectators of a bang-up football game between Tufts College and Springfield College—Springfield won. Allen Albert and Mr. and Mrs. Joe Chappel were of the party.

The meetings were well worth while. They made the men of the different parts of New England better acquainted, and will doubtless have done much to create a unified Rotarian spirit in this region.

Mr. Albert was to have addressed a luncheon meeting of the Springfield Board of Trade on the following Monday, but a telegram that told of the sudden death of his mother caused a cancellation of the engagement. He will have the deep and earnest sympathy of New England Rotarians in this grievous loss.

Conference of District No. 5 at Jacksonville, Fla.

By L. J. Darler, *Rotary Club of Montgomery, Ala.*

Out of the fifteen clubs in Rotary District No. 5, thirteen were represented in the history making conference at Jacksonville in November. It was the first appearance of the new governor, Ralph Quisenberry of the Montgomery Club, and he splendidly sounded the key note of the conference in the opening session when he said, "Make the high ideals of Rotary of practical application to the personal life."

The biggest thing probably, the thing that one would like to think coming from a meeting of real Rotarians, was the serious and painstaking discussion of a Rotary program for the South-east in connection with the removal of illiteracy and the promotion of educational privileges throughout this district. The Alabama delegates came with

the flush of victory in their large share in the putting over of the educational amendment in their State and were in for a larger program. Politicians were using it for a foot ball or letting it severely alone; it would really be up to Rotarians to organize for a big fight and plan to win for the sake of the boys of the South.

The governor will accept the chairman of each club committee as a member of the District Executive Committee. This committee will be charged to "actually accomplish results."

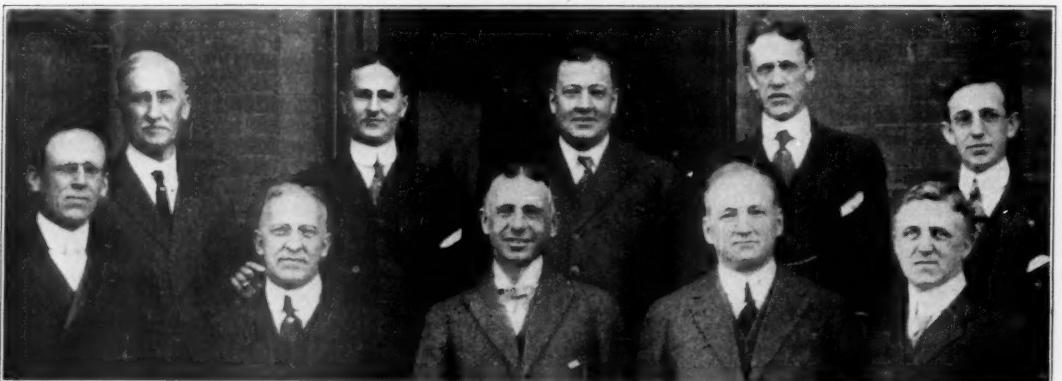
The Jacksonville Rotarians proved royal entertainers. Florida Rotary won't suffer from ennui so long as Tampa club keeps out of the deep sea. Georgia speaks strong thru Atlanta this year; Hicks told about his dream of the Atlanta Convention



Small part of the Fort Wayne Rotary Club's banquet for the newsboys, whom the Rotarians have adopted.



Lodging room at Volunteers of America hotel, fitted up by the Columbus (Ohio) Rotary Club.



Allen D. Albert among Canadian Rotarians at St. John, N. B., Canada.

Top row: H. S. Culver, U. S. Consul; Rotarians Ernest A. Everett, H. L. Ganter, Richard L. Hunter, Harold W. Rising. Bottom row: Mayor R. T. Hayes, Allen D. Albert, Rotarians F. A. Dykeman, E. Clinton Brown, and H. B. Robinson.

next Spring. The District told him they sure would make his dream come true. The District would welcome the Nation of Rotary to Dixieland.

Montgomery Club won the silver loving cup for the best exhibition or "oratory" (?)

"Special credit," says District Governor Quisenberry, "is due President Gay and Secretary Arnold of the Jacksonville club for the splendid manner in which the visitors were entertained and taken care of. The Jacksonville Rotarians were such good hosts that they made us all want to come back again. I was especially pleased by the activity shown by Rotarian Horace Drew, 75 years old, one of the wealthiest and oldest residents of Jacksonville, who got out his car and went to the trains to meet the boys. He has been a Rotarian for two years and membership in the club has greatly increased his interest in civic affairs."

The South-east District feels altogether like inviting the whole world as its guest; for Rotary is neither dead nor sleeping here.

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Albany, N. Y.: The officers and directors of the Albany Club were dinner guests of the officers and directors of the Troy Club on the evening of December 4. Ideas helpful to both clubs were exchanged.—John F. Tremain, correspondent.

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Chicago, Ill.: A delegation from the Chicago Club went to Waukegan, Ill., the evening of November 15, and held a joint meeting with the newly organized Waukegan Rotary Club. Chicago wanted to start the infant on the right path, and being the Mother of Rotary gave the new club proper instructions and much motherly advice, and was also highly pleased with the spirit and progress of the infant. In December a bunch of 100 Chicago Rotarians lead by President Wilkie, International Treasurer Chapin and International Secretary Perry went to Milwaukee and had a splendid dinner meeting with the "Cream City" Rotarians.—Jas. H. Butler, correspondent.

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Durham, N. C.: On the evening of Wednesday, Nov. 1, the Durham Rotary Club celebrated "Raleigh Night," the occasion being the entertainment of the Raleigh Rotary Club (mother of the Durham club). Good fellowship ran high and the seven-course dinner was spiced thruout with a continual flow of eloquence and wit. It is a gratifying fact that the business men of the cities of Durham and Raleigh are in much closer touch since the organization of the Rotary movement. At one time the rivalry of these sister cities bordered at times on antipathy, but thanks to Rotary, a fine spirit of friendly helpfulness and co-operation is being cemented—Ernest Seeman, correspondent.

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Greensburg, Pa.: Vice-President Strouse headed a party of Greensburg Rotarians who attended a dinner given by the Pittsburgh Rotarians. President Miller represented the Greensburg club at

a big inter-city meeting in Harrisburg in November.—E. A. Sweeney, correspondent.

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Milwaukee, Wis.: The Milwaukee Rotary Club presented the Sheboygan Rotary Club with its charter during the month of October. About thirty-five Milwaukee Rotarians made the trip to Sheboygan. The Milwaukee Rotarians were inspired with the Rotary idea just as much as the Sheboygan Rotarians. The Sheboygan trip commits Milwaukee Rotarians to the idea of being helpful to new clubs thruout the State.—Frank Bruce, correspondent.

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Pittsburgh, Pa.: International President Arch C. Klumph, with about 25 Cleveland Rotarians as a convoy, journeyed to Pittsburgh on Nov. 1st, to tell the Rotarians in the *erstwhile* "Smoky City" what his plans for Rotary were and how we could help him carry them out. After his plain "businessman-like" talk we are ready to put our various "manly" shoulders to the wheel and help him to realize his fondest dreams. The McKeesport Club, as well as Greensburg, Wheeling, Youngstown, New Castle, Clarksburg and Canton, O., were present and according to their story enjoyed the entertainment and instruction provided. It's a "cinch" that Arch Klumph's talk was enjoyed and fully appreciated by all present. Visitors were also there from Philadelphia, New York City, Dayton, and Wilkes-Barre.—Jas. O. Corbett, correspondent.

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Portland, Me.: November was an exceptionally busy month. On 10 November, 49 members visited Haverhill as the guests of the Haverhill club. It was a day of rare pleasure and Rotary fellowship, and one that will be long remembered by the members of our Club. The Haverhill club members are royal entertainers, and every visitor from Portland was made to feel that being a Rotarian means something when visiting a Rotary Club.

On 11 November, President DeForest H. Perkins and Immediate Past President Frank L. Rawson visited Springfield, Mass., as delegates from the Portland Club to the conference of District No. 1.—Oliver P. T. Wish, secretary.

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Raleigh, N. C.: The members of our club were royally entertained by the Durham Rotarians at a joint meeting of the two clubs in Durham several weeks ago, the meeting proving to be a most happy event.—Alan T. Bowler, correspondent.

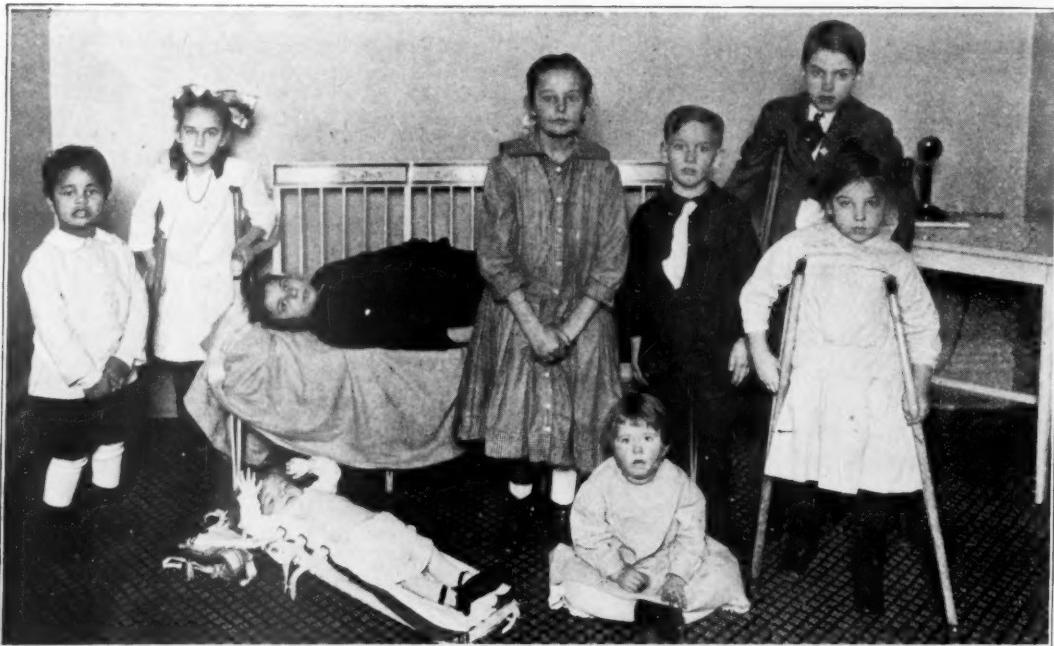
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Wilkes-Barre, Pa.: Altho slightly belated, I desire to report on a recent joint city affair, held by the Scranton and Wilkes-Barre Rotary Clubs, being in the form of a "ladies' night" at the Hotel Sterling at Wilkes-Barre on November 17. The entertainment was of the Dinner-Dance variety, with a varied assortment of other attractions for the guests. There were approximately fifty couples in attendance, and a royal good time was had, and a return affair has already been suggested.—Victor Lee Dodson, correspondent.

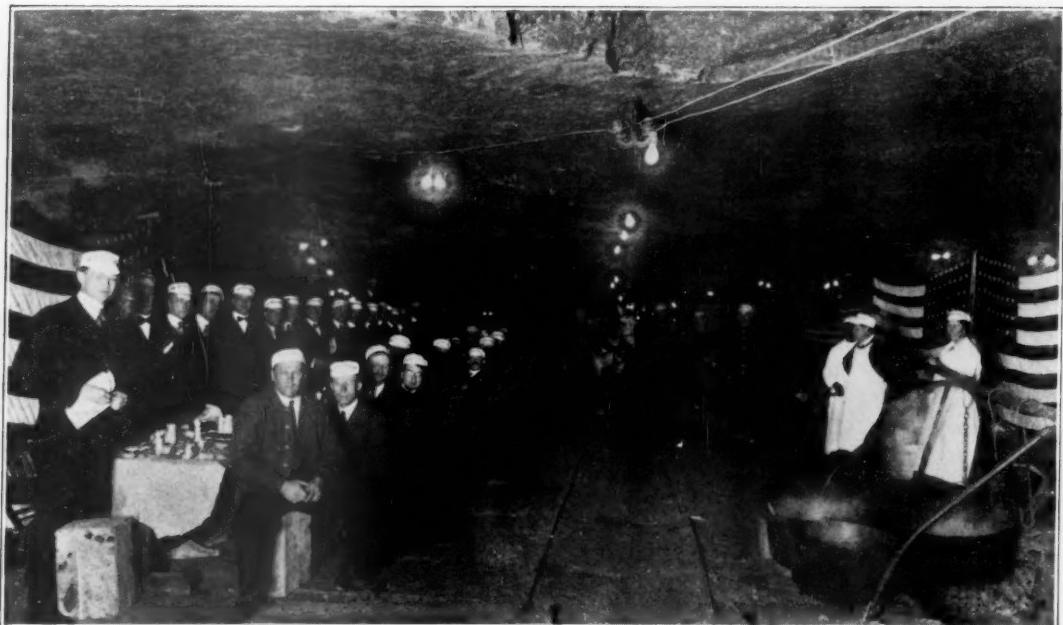
Civics and Charity

Albany, N. Y.: Albany's possibilities were strikingly set forth by Allen D. Albert, past president of the International Association of Rotary Clubs in

an address on "The Forces That Make Cities" before representatives of the city government and various civic organizations in Chancellor's Hall, State Edu-



Some of the crippled children whom the Rotary Club of Toledo, Ohio, are helping. These tots were present at a recent luncheon of the club as visible testimony to the work that is being done and the need that it should be done. See article on page 42.



Military Trench Dinner given by Grand Rapids (Mich.) Rotary Club 100 feet below the surface in the mine of the Michigan Gypsum Company, in November. There were 80 present. See article on page 68.

cation building, on the evening of November 16. The lecture was under the auspices of the Albany Rotary Club. Albany, the speaker said, possesses advantages which should make its rapid growth possible, so much so that in a decade or two it should have a population of 750,000 instead of 107,979, the figures shown by the last census. Mr. Albert made a keen and thoro analysis of the city, throwing the searchlight of criticism upon its weak spots and praising its educational and other advantages. The lecture was the subject of general discussion at the following club meeting and on November 24, Allen returned to Albany as the guest of the Club and gave it a real Rotary talk.

"What Have We to be Thankful For?" was answered, at the weekly luncheon of the club on the day after Thanksgiving, by Rotarians James R. Watt, president of the Common Council, Wilber W. Chambers, deputy attorney general, Lieutenant Herbert H. Acheson, U. S. A., who briefly summarized what the city, state, nation and the Albany Rotary Club have to be thankful for—which was a lot.—John F. Tremain, correspondent.

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Bartlesville, Okla.: The club has authorized the Welfare Committee and the Board of Directors to proceed with plans for the establishment of a free clinic for the benefit of school children who are unable to secure proper medical attention in any other manner. Promises have been secured from physicians to donate their services. It is planned to establish the clinic in a room in the City Hall, and the county is expected to furnish some of the drugs free. The Rotary Club will arrange with the city for the equipment of the room and will pay a certain amount of the expenses of maintaining the clinic. The co-operation of the Chamber of Commerce will be sought.—Newspaper clipping.

* * *

Belfast, Ireland: From a period crowded with important events, it is difficult to make a selection for a small paragraph. In accordance with the wishes of the Manchester Rotary Club, we arranged a day to discuss the merits of the metric system. This proved a most interesting day and, at the close of a long discussion, it was decided unanimously that, in the opinion of the Belfast Rotary Club, the Government should be urged to adopt this system.

The following Monday was taken up with a discussion on the merits of the Income Tax in relation to the co-operative societies. Mr. Boyd, who opened the discussion, in his usual endeavour to be absolutely fair, invited one of the principals of the co-operative movement in Belfast to be present, and to reply, and after a most interesting discussion, it was again decided to fall in line with the wishes of the Manchester Club, and a resolution was moved accordingly.—Chas. E. White, correspondent.

* * *

Bloomington, Ill.: In addition to our usual yearly stunt of having every member take care of a family on Christmas and provide a square meal, clothing, etc., for them, this year we appointed a permanent committee to take charge of one or more deserving children and see that they receive proper education to fit them for their work in life. The suggestion was enthusiastically received by all the members.—Davis Ewing, secretary.

* * *

Canton, Ohio: The Rotary club has inaugurated a movement of far-reaching importance to the com-

munity. The club held three "Community Parties" in the City Auditorium, lectures and films having been provided by the National Cash Register Company of Dayton. Lady Rotarians distributed tags inviting the citizens of the city as guests of the club, and two days were set aside as "Rotary Days."

On the first evening J. M. Sweitzer, city commissioner of Dayton, gave an illustrated talk on the commission-manager form of government and a number of musical selections were rendered by the Grand Army band, and a ladies' chorus. There were kinamacolor pictures, etc., and at the close the entire 3,000 in the audience sang "America."

P. O. Warren, of Dayton, addressst an audience of 2,800 on the second evening, his subject being "Community Betterment." Slides and motion pictures showed school gardens, public playgrounds, backyard improvements, etc. The United Alloy Steel chorus and the Overland Concert Company rendered musical numbers.

A matinee was also held for 3,000 public and parochial school children.

At all three entertainments Rotary slogans were thrown on the screen as well as pictures of the officers and lists of membership of the Canton Club.

These Community Parties were given gratis to the public as an educational feature. There has since been organized a "Canton Citizenship and Beautification Society" with 15,000 members, the object being to unite in an effort to Americanize all foreigners and make conditions in all parts of Canton more beautiful than any other city in the world. The only pledge exacted is that each member will co-operate in making the city a more attractive place to live in. Monthly meetings are being held in the City Auditorium, showing unattractive places in Canton that can be improved. Vacant lots will be plowed and seeds furnisht to members. Better housing conditions and many other subjects are also being taken up.

This movement had its origin in the Rotary Club of Canton which is given credit thru the press. All members of the club are actively assisting in the promotion of the association.

Much credit was given to L. V. Busche, chairman, for the success of the Community Parties.—Calvin R. McLean, correspondent.

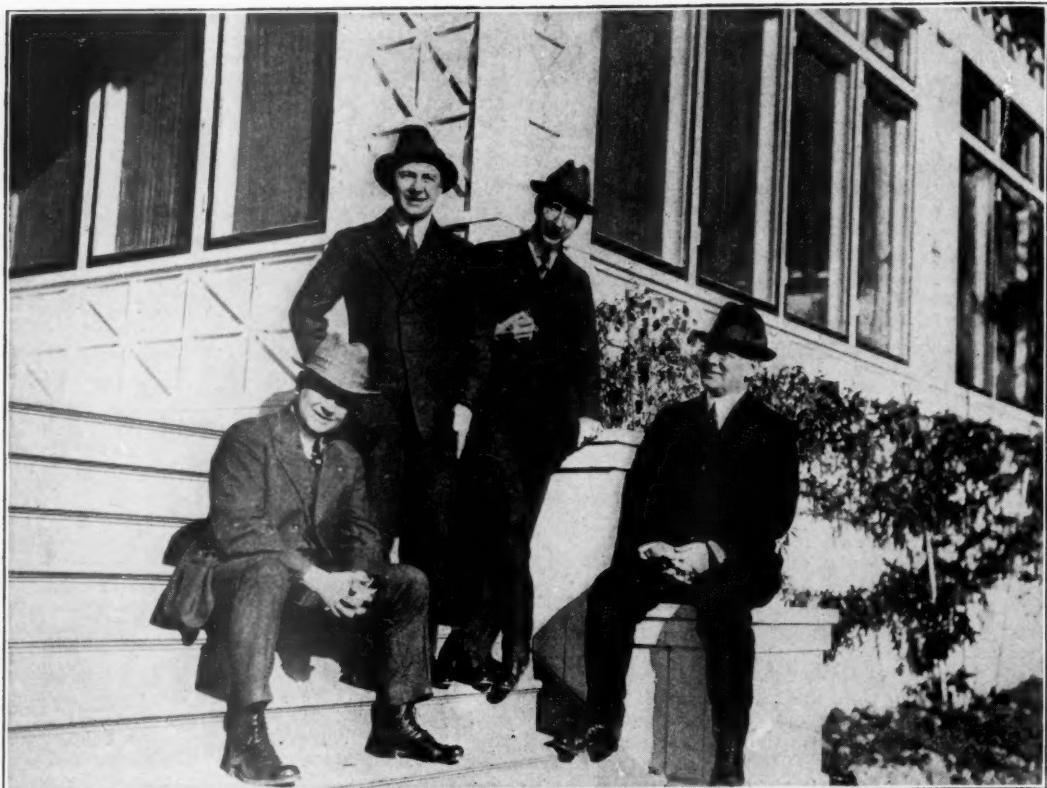
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Clarksburg, W. Va.: The civic committee of the Rotary club is the moving spirit in the Greater Clarksburg campaign. The Greater Clarksburg committee was appointed by the Rotarians to co-operate with the civic committee of the Rotary Club. It is the plan of the Greater Clarksburg movement to take in the smaller municipalities surrounding the city, first getting their consent, and then to ask the state Legislature to authorize a commission form of Government.—Newspaper clipping.

* * *

Cleburne, Texas: The Rotary club is the most active organization in the city in matters that affect the esthetic, the moral, and the commercial development of the citizenship. The club has about thirty-five active members, composed of the liveliest people in various lines, and the weekly meetings are becoming more and more attractive, because of the exceedingly fine spirit of Rotary that prevails.

The Rotary club has endorsed the street-paving plan adopted by the Cleburne Commercial Club, whose president, O. L. Bishop, is also a Rotarian, and in 1917 the paving of the streets will materialize.



Frank L. Mulholland in California. Mulholland is sitting on the steps. Next to him is Howard H. Feighner, secretary of the San Francisco Rotary Club; then comes Constant Auger, past president, and James Lynch, the present president of the San Francisco club. See article on page 92.



A very small portion of the very big and successful annual business show of the Chicago Rotary Club at the Hotel Sherman, held in November. See article on page 68.

A Rotary Cheer Fund was used during the holidays to give Christmas joy to those who otherwise would have been without it. The fund will help to relieve some of the distress of the community, during the winter.—J. R. Ransone, Jr., correspondent.

* * *

Cleveland, Ohio: Recently our club has taken an active part in bringing to a successful culmination two large civic propositions. First was the voting of a two million bond issue for the erection of a Convention Auditorium. Plans are already under way and its completion is expected in about two years. The main auditorium will seat 15,000, with adjoining smaller meeting rooms. The building committee has visited and inspected every large Auditorium in the United States. When it is finished, we will have a splendid place for the International Rotary Convention—perhaps in 1919. The other was the voting of three millions for street paving. The property owners will pay a like amount, making six millions for new street paving. This will go for main thoroughfares and with our now beautiful boulevard parking highways will make the "finest in the world." You will be glad you came. Everybody here drives an auto—or a F—.

At our last regular monthly meeting we had our fifteen Junior Rotarians with us for dinner. As a special treat a splendid talk was given by Judge Geo. D. Adams of the Juvenile Court. His subject was "A talk to boys—large and small." Our next celebration for the Junior was the Christmas party, the big event of the year. For five of the boys, this was their first holiday party.—Dr. W. I. LeFevre, correspondent.

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Columbus, Ohio: At an expense of \$250, the Columbus (Ohio) Rotary club has furnished a room for "down and outs," at the Volunteers of America domicile in Columbus. The club enthusiastically embraced the opportunity to provide lodgings for wanderers, after hearing Major Walter Collins of the Volunteers tell of rescuing hundreds of men by giving them a place to sleep and something to eat when they were in dire need. Major Collins takes in homeless wanderers and prescribes a treatment of "work and water," which has shown its effectiveness in hundreds of cases. Men are turned to useful pursuits and many in time become self-respecting members of the community.—H. P. Brandon, correspondent.

* * *

Decatur, Ill.: Without having made a splurge, the Rotary club has been helpful along several lines of community activity in recent weeks. Twenty of its members sold tickets to a "Big and Little Brother" dinner, given as a reward to the Junior Sanitation league—the boys who kept Decatur clean last summer. Rotarian W. H. Duerr and Rotarian John M. Byrne had a large part in making the banquet a success. Nearly 600 men and boys were present.

The club has also done the first work toward the establishment of a local chapter of the American Red Cross.—W. F. Hardy, correspondent.

* * *

Fort Wayne, Ind.: The splendid movement of the Fort Wayne Rotarians in "adopting" the newsboys of the city has attracted wide attention. Each member has taken under his guidance a boy who will have his attention until the lad reaches the years of maturity. The Mothers' Club of Fort

Wayne, in a resolution of commendation, says: "We are not unmindful that the members of the Rotary club are busy men of affairs, and this fact makes their work all the more worthy of praise."

The club gave the boys and girls of the county orphan home a treat in seeing "The Modern Mother Goose," at a morning presentation in one of the local motion picture houses.

The members of the Rotary club took the lead in the successful campaign to induce the citizens of Fort Wayne to vote in a ratio of eleven to one for a bond issue of \$225,000 for the building of a municipal convention hall. Maurice C. Niexer, general chairman, and Charles L. Biederwolf, secretary, of the Citizens' Convention Hall Committee, are active members of the Rotary club.

John E. Lathrop, head of the city planning campaign, had the solid backing of the Rotarians during the recent Fort Wayne campaign for the improvement of the general conditions of the city.—B. J. Griswold, correspondent.

* * *

Harrisburg, Pa.: The Rotary club has joined forces with the Chamber of Commerce in working for a new hotel for Harrisburg and their efforts have been crowned with great success. More than \$600,000.00 worth of stock has been subscribed for. The new hotel is an assured fact. The Company has been organized and the site purchased.

Harrisburg has been badly in need of a new high school for years and at the election just held the school board submitted a proposition to the voters to borrow \$1,250,000.00 to remedy the lack of school facilities and to provide for a re-organization of the school system on a comprehensive basis. The Rotary club got squarely back of this movement, and by consistent and effective work both before and at the election, succeeded in having the loan past by a good, substantial, majority.—D. D. Hammelbaugh, correspondent.

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Hutchinson, Kans.: Am in St. Louis visiting Rotarian Billie Hubert. Didn't have time to write THE ROTARIAN letter for January before I left home, so here goes in St. Louis. The big thing the Hutchinson Rotary Club has done recently is to organize the Hutchinson City Beautiful Association. This was done Tuesday evening, November 28, at which time a big public meeting was held at the Commercial Club rooms and a permanent organization perfected. We had done a lot of preliminary work and our slate of officers who had agreed to work at the job next year went thru without a wobble. Also, our constitution, written in advance, was adopted. This stated the object of the association to be: "To promote the beautification of the lawns, homes, and all home surroundings of the city of Hutchinson. To aid in beautifying the parks and parkings of the City and all municipal property. To help the city authorities in keeping the streets and alleys clean and attractive." An executive committee composed of the five officers has entire charge of the affairs of the association. We expect it to be a factor in upbuilding our city, and have succeeded in interesting many of the best club women of the city, as well as the men.—Lloyd A. Clary, correspondent

It has been our observation that many good movements are started and deeds performed, and those responsible are either censured or given no word of commendation. Because of this, the Rotary Club of Hutchinson has decided in the future,

wherever and whenever it is possible, to commend any individual or organization for efforts towards city betterment or civic welfare. We believe it would be good policy for all Rotary Clubs to use every opportunity to commend publicly or by resolution good work done by others for the community. Recently the club has adopted such resolutions commending the Playground work of the Board of Education, and the work of the Y. M. C. A.—M. J. Firey, president.

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Jackson, Mich.: The Jackson club is taking an active part in a campaign to raise a fund of \$10,000 for a three year budget for the Boy Scouts of the City. Rotarian Edward Frost is president of the local organization.

The route of the proposed paved highway from Detroit to Chicago is thru Jackson County and Jackson. Anxious to boost the project, but knowing that action can be taken only thru official channels, the Jackson club recently had as guests the entire board of supervisors. The paved highway was thoroly discuss, as also was the proposal to substitute a new plan for the county good roads system.—Guy C. Core, correspondent.

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Kansas City, Mo.: We are pressing the "California Idea" to the limit. Immediately after election, each Rotarian received a return postal card for reply to the question, whether or not he had voted. Of the 205 replies received to date, 198 voted, the other seven assigning reasonable excuses for failure. A very substantial improvement over the last previous returns was shown. Those whose replies have not been received are being bombarded with urgent reminders.

With his customary initiative, President Hutchings has recently opened a new channel for civic service by organizing the "Club Presidents' Round Table." This conference is composed of the presidents of some twenty-five civic organizations. They meet at luncheon to canvass topics of common interest, each president taking back to his club the results of the discussion. The idea has already proved itself workable—another phase of the prevalent community idea. "Hutch" is the president of the presidents.—F. M. Staker, correspondent.

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Little Rock, Ark.: Recently Joseph R. Hamlen read a very interesting and helpful paper before the Rotary Club entitled "The Business of Little Rock and Its Dependence Upon Proper Freight Rates." The club thought so much of the paper that it was set up in pamphlet form and 2,000 copies printed and paid for out of the Rotary club funds. These pamphlets will be used by a special committee of the Commercial Club in a campaign to secure funds for the organization of a Civic Freight Traffic Bureau. The Commercial Club, which is our board of commerce, is raising a fund of \$10,000 for this purpose and the Rotary club pamphlets will be of great assistance.—S. M. Brooks, secretary.

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McAlester, Okla.: The Rotary Club has been doing many things of interest, both to the city and citizenship. Several programs have been given at our luncheons on each Tuesday and a number of great benefits have been accomplished by them.

The sanitary conditions of our city have been thoroly investigated and by means of the Rotary Club our city now has an inspector that is looking after all of the plumbing and sewer connections.

At our last meeting the presidents of all of the clubs in our city were invited to take lunch with us and the object of the Rotary Club was explained to them, thereby giving them a better understanding of our club and in turn the other clubs explained to us what they were trying to do; as a result the co-operation of the clubs of the city was brought about at this meeting. Each club in McAlester now comes more nearly understanding what the other clubs are trying to do and what it is best for each club to undertake.

The entire membership is very enthusiastic and much good is being accomplisht for the city of McAlester.—W. G. Masterson, correspondent.

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New Orleans, La.:—The Committee on our Civic Work sat up at nights; they did not shirk. And lo! 'tis true when next we met, they had an idea in their net. 'Tis so, the Chairman said with pride: "There is a space that's very wide, on Broad Street where that ditch had been; it's all filled up with trash and tin, and leveled up with nice new mud and pretty grass that's in the bud. Our idea, Mr. President, is to build a Rotary monument. We'll lay around a nice new walk, and call the place our Rotary Park. Then, high upon the top will ride the wheel of Rotary—Civic Pride, of all Rotarians for miles around; let's do the thing or bust the town."

We've organized a singing club, that takes in every vocal; not so long before all gourches start to smile, the smile that makes this life worth while.—Billy Burk, correspondent.

The Rotary club put its shoulder to the wheel for the Doll and Toy Fund. The Rotarians got behind the "old hoss sale" which has become an annual feature of this Christmas charity campaign. A committee of twenty-five, headed by Rotarian W. A. Porteous, manager of the Western Union, took charge of the "old hoss sale" and put it across in true Rotary style.

Frank L. Mulholland, past president of the International Association of Rotary clubs, address a big meeting at the auditorium, the evening of December 4, on the subject "The Debt of Service to One's City," under the joint auspices of the Rotary club and the Association of Commerce. He was brought to New Orleans for this big community service thru the efforts of the Rotary club. The Rotary club is receiving all sorts of commendation. Mulholland is an investment who will pay large returns.—Newspaper clipping.

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Parsons, Kans.: Parsons Rotary entered a new field of service recently, when the club, assuming a heavy guarantee, provided an exceptional pleasure for the citizens in the form of two appearances of the San Carlo grand opera company. The company, which has appeared in various larger western cities during the past few years, appeared before two packed houses drawn from Parsons and a surrounding area of one hundred miles, and gained such favorable criticism that a return here under the auspices of the Parsons Rotary Club may become an annual occurrence. The proceeds of the venture will be donated to the building fund of the St. John's Episcopal church—Rotarian Alexander Hawke, rector—the church building having been destroyed by a gas explosion recently.—C. R. Roter, correspondent.

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Philadelphia, Pa.: President Dr. Augustus Koenig appointed W. G. Oaks as chairman of the

Santa Claus Committee, which also included George H. (Santa Claus) Henrich, and Benj. F. Mechling. They were out after a \$2,000 fund to help make the kiddies happy again this year. Last year the Santa Claus fund of the Philadelphia Club helped to make 1,700 children know a happier meaning of Xmas. This was a big job, necessitating the purchasing, wrapping, and delivery of packages.—G. H. Jackson, correspondent.

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Raleigh, N. C.: Raleigh Rotarians are laying plans to map out ways and means to get into close touch with Raleigh boys. Our president, for the past several years, has been actively interested in boys' organizations.

Realizing that concert of action is what gets results, the club has voted to endeavor to unite the various civic and commercial organizations of the city in all efforts looking to the beautifying of the city and to this end the club will advocate a City Planning Commission, or some such body, the members to serve without pay and to have the opportunity of passing on all contemplated municipal improvements.—Alan T. Bowler, correspondent.

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Roanoke, Va.: Rotarian Marshall M. Milton, manager of the Roanoke Gas Light Co., is responsible for the establishment of a free service—the Negro Domestic Science School—which is a great success. The graduation exercises of the first class were held in the City Auditorium and, in spite of a very severe storm, there was an attendance of about 1,000. The graduating class numbered forty out of a total enrollment of two hundred and fifty for the first year. Rotarian Milton presided, Rotarian G. Otis Meade, rector of Christ Episcopal Church, offered the opening prayer, and the mayor delivered an address of appreciation and welcome. Then the director of the school made an address of the highest order. A paper was read by one of the students on the relation of the school to civic betterment. Manager Allen Washington, of the Hampton Industrial Normal Institute, praised the work of the company and urged the negroes to do their part to make it a great success. The superintendent of the public schools is co-operating with Rotarian Milton, altho the majority of the negroes in the Domestic Science School are not children, but adults. The purpose of the school is to help the negroes fit themselves to be better domestic servants.—G. Otis Meade, correspondent.

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San Antonio, Tex.: Seventeen thousand soldiers stationed at Fort Sam Houston, Camp Wilson, and Leon Springs had "homebaked" pies and cakes, jelly rolls and cookies, as part of their Thanksgiving Day dinner. The pies came straight from San Antonio homes, "hot from the oven" when they were collected Thursday afternoon by Rotarians. Four thousand pies and five hundred cakes were given. The Rotary club "put the job over" and it was no small one. The tremendous success of the undertaking was made possible by the whole-hearted response of the women. The affair, however, had to be managed. While every member of the club did his part, either by donating pies or working on committees, the clock-like manner in which the work was carried out was due to the management of Col. W. S. Hendrick, chairman of the pie and cake committee. The pies were taken to the various school buildings by the donators. At 1 o'clock, fourteen army motor trucks with specially constructed racks to hold

300 pies in each truck, arrived at Rotary headquarters at the St. Anthony hotel. Fourteen Rotarians mounted the trucks and started on a round of the school houses to collect the pies and cakes. When all the "goodies" were brought back, they were sorted and divided for the different units in camp and at the fort. It was a hard day's work but the Rotarians were unanimous and emphatic in saying it was "worth while."—Newspaper clipping.

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Springfield, Ill.: The Rotary club will take an active part in the Illinois Centennial in 1918, when the hundredth anniversary of the admission of the State of Illinois into the Union will be celebrated. The State Centennial Commission plans to hold a very important part of the celebration in Springfield, the state capital. The Rotary club, by resolution, has pledged itself to assist in every possible way. A Rotary Club Centennial Committee of five will be appointed by the president to co-operate with the State Centennial Commission. In the preamble to the resolution the statement is made that "it is a fundamental principle of Rotary to promote earnestly every worthy civic undertaking."—C. A. Fraze, correspondent.

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Superior, Wis.: The Rotary club is bringing to the attention of Superior and other communities of the state the benefits that would accrue from the construction of a trunk highway thru Wisconsin with Superior at the north and Milwaukee at the south ends. There is a little less than \$2,000,000 of Federal good roads money available for use in the State of Wisconsin, provided the state raises an equal amount. The Rotarians of Superior are endeavoring to put thru a movement to have all of this money utilized for the building of a north and south trunk line thru the state.—Newspaper clipping.

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Terre Haute, Ind.: Tuesday, Nov. 28, was Thanksgiving Day for local Rotarians, each man having as guest a boy—one who probably would not get a Thanksgiving Day dinner at his home. Rotarian Cochran of Hotel Deming served a typical Thanksgiving dinner and every one of the 116 boys had a mighty good time. To add to the joy of the occasion Immediate Past President Allen D. Albert walked in on us when the dinner was about half thru, having come over from Paris, Ill., where he and Mrs. Albert were visiting relatives for a few days. No one knew he was in the vicinity, but the surprise of his coming made him none the less welcome. Addressing the boy guests he told them that it was what was inside of them that would make of them successful business men. He continued: "You are citizens of a country in which there never can be a war unless the people so ordain. You are all partners in the greatest firm of liberty-loving people in the world. I want you boys to so live in the consciousness of your own life that the flag you love so dearly will take on a new glory because you, too, are Americans. Your proudest thing is your American citizenship."

To the "big boys" he said: "You have invited these boys here. Will this end it all? Will you let your boy go and meet the difficulties, the perplexities, the temptations of next year alone? If you do, you are unworthy Rotarians. But I know you will not do it. This is the beginning of a new kind of service for every Rotarian here, and I know you will not fail to make good in it as you have in other things."

A quartet from the Hippodrome theater furnishes music for the dinner. Each boy received a present, a cap, sweater, pair of shoes or gloves, or a small amount of cash, various members giving as they saw fit. Rotarian Frank Meyer of Danville, Ill., was a guest and after the dinner he announced that before the year was out a similar stunt would be "pulled off" in Danville, if he had to do it all himself.—S. W. Snively, correspondent.

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Toledo, Ohio: The Rotary club took charge of the campaign, and put it thru, to raise a fund to pay the expenses of the Scott high school football eleven to Haverhill, Mass., to meet the New England high school champions, and send along with them 100 live wire "rooters" on a special train.—Newspaper clipping.

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Toronto, Ont.: The Rotary Club has a hospitality committee which has charge of the welfare work of the club. The committee has issued a very attractive little booklet describing the activities of the club along these lines. The welfare work is divided into the following divisions: Vacant Lot Gardening, Helping the Soldiers, Special Case Work, Community Welfare Work. During the year the Vacant Lot Gardening activities covered the cultivation of 210 gardens, or 80 more than in 1915, which was so successful; a detailed report of the 1916 work has not yet been made, but it is known to have been very successful. The club has contributed generously, individually and collectively to the patriotic fund and to the Red Cross fund. The community welfare work is conducted on educational as well as philanthropic lines; classes in house-painting, carpentry, chemistry, music, stenography, telegraphy, and physical training have been conducted under the direction of the Hospitality Committee at the Central Neighborhood House; mothers and children have been supplied with cocoa and milk; a kitchen cupboard has been established at the Toronto Mission. The record of achievement during the year is one that any organization can be proud of.

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Trenton, N. J.: Rifle practice has become a part of the fixt program of Trenton Rotary Club, and the Trenton Rotary Rifles have been organized, beginning its life with about 60 members of Trenton Rotary, with an early prospect of about 20 more. Membership is confined to members of the Rotary club. The object is to prepare Rotarians to become efficient in the handling of firearms. A most enthusiastic interest has been shown in the rifle practice program to be carried out during the winter on the gallery range in the Armory, and in favorable weather at Sea Girt and other places.

The club will be divided into squads of eight for rifle practice. Some of the squads will shoot in the evenings and some in the afternoons. Regulation National Guard gallery practice rifles will be used for the indoor shooting. For outdoor shooting the regulation United States Army rifle will be used, to be supplied by the National Rifle Association, with which Trenton Rotary Rifles is affiliated.—John H. Sines, correspondent.

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Wausau, Wis.: Rotary has meant much to Wausau since its organization here two years ago. The activity in the improvement of streets and roads is very much on the increase; there is greater sentiment for city parks, play grounds, and municipal building up sentiment.

On the evening of October 24, Ford MacGregor, assistant professor of the Municipal Reference Bureau of the University of Wisconsin, address the club on "City Government and the Business Man." He touched upon all phases of city government. It was an inspiration and has added to the sowing of good seed, which will bear rich fruit. Seventy-five Rotarians were present.—E. B. Thayer, correspondent.

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Wichita, Kans.: It doubtless will be of interest to other Rotary clubs to learn of the success of the City Beautiful campaign which was inaugurated in Wichita by our club during the early spring of 1916. Backed by a committee composed of Alton H. Smith, Gifford Booth, R. B. Campbell, Chas. Foote, H. W. Stanley, Wallace Kemp and Will G. Price, the City Beautiful campaign was carried into every home of the city. The merchants and other public spirited business and professional men contributed liberally to the proposition, and a large number of cash prizes were offered. Many industrial concerns entered heartily into the spirit of the movement, and at the meeting when the prizes were awarded, pictures were thrown on the screen showing what a difference a few flowers and shrubbery in front of a place of business will make in its attractive appearance. Notwithstanding that the summer of 1916 was one of the hottest and driest in the history of Wichita, still it has been commented on that probably never before, in the history of the city, were there as many attractive lawns and flower gardens as were shown as a result of this City Beautiful campaign. At a recent meeting when more than eighty cash prizes were awarded, ranging in value from \$25.00 to \$1.00, it was unanimously and enthusiastically voted to put on a bigger and better City Beautiful campaign during 1917.

It looks at this writing as the Wichita will eventually adopt the "City Manager" form of government, modeled largely after that of Dayton, Ohio. Some several months ago, this question was taken up by the Wichita Rotary Club and a committee was appointed to investigate. After giving the matter considerable study, this committee recommended that the club get behind the "City Manager" movement and do everything in its power, consistent with the true Rotary spirit, to bring about the adoption of this plan for Wichita. As soon as the question began to be studied, it was found that it would be necessary for the State Legislature to pass an enabling act. The proposed new act and the movement has been very emphatically endorsed by Lieutenant Governor W. Y. Morgan, a Hutchinson Rotarian and also by Honorable Robt. Stone, Rotarian of Topeka, who was speaker of the House of Representatives during the last session of the Kansas Legislature. It is not doubted that the enabling act will be passed at the forthcoming session of the Legislature in January. Decided impetus was given the "City Manager" movement on the night of Monday, October 23, when Rotarian J. M. Switzer of Dayton, Ohio, a member of the City Commission of Dayton, and an official of the National Cash Register Company, delivered his illustrated lecture on "City Management" in the Auditorium of the Wichita High School, before an audience of about twelve hundred of Wichita's representative citizens.—R. H. Timmons.

* * *

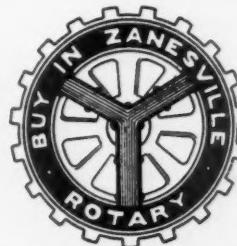
Winnipeg, Man.: The Rotary Club of Winnipeg, having placed itself in a very strong position in the selection of its members and by its financial

standing, is now looking beyond its own sphere to find things that it can do that will be an influence for good in this city. The School Board and Play Grounds Commissioner are preparing skating rinks for the children to enjoy themselves. Many children, it was found, did not have skates. So the Rotary club is supplying several hundred pairs of skates that these boys and girls may enjoy the very exhilarating sport—skating. The club is not satisfied with providing physical benefit, but is providing two scholarships—one for the boys and one for girls, accompanied by cash prizes of \$25 each for annual competition for those attending night schools in the city. The club considers that any boy or girl who is willing to give up their hours of pleasure to work that will better fit them for the battle of life, should be encouraged, and \$25 is an excellent goal that will add zest to their desires and ambitions.—Chas. S. Wiggins, correspondent.

* * *

Zanesville, Ohio: In response to an appeal from the merchants of Zanesville, the Rotary Club undertook a "Buy in Zanesville" campaign which has attracted much favorable comment. After a thorough study of the situation a newspaper campaign was started and window transparencies were secured and sold at cost to hundreds of merchants. These

have brought wonderful results. Rotarians were supplied with transparencies with the word "Rotary" shown at the bottom. Others were provided with a plainer sign. Slides were furnished to the picture theaters which ran them during the intermissions between their regular pictures. The transparencies



Transparencies used in Buy in Zanesville Campaign

measure eight inches square and are nicely finished in the Rotary colors, blue and gold. A number of zinc etchings of both styles were made, in various sizes, and furnished free to advertisers.—H. V. Bogart, correspondent.

"Stunts" and Social Events



Illustrated Lectures Free to Rotary Clubs

Last year Rotarian Gilbert McClurg, 619 N. Cascade Ave., Colorado Springs, Colo., gave his very interesting Colorado Travel Talk before a number of Rotary clubs without cost to the clubs. McClurg has new travel talks for 1917, illustrated with colored stereopticon views, and also with films if desired, covering the northwest of the United States from Chicago to the Puget Sound and en route to Alaska. He calls his new lecture "To the Shining Mountains and the Sunset Sea. Montana—the treasure state; Washington—the evergreen state; Yellowstone and Mount Rainier National Parks."

McClurg writes that in October he finished making some remarkable camera shots in Paradise Valley and on Paradise Glacier in Mount Rainier National Park and that he was then getting big game pictures in Montana. He says, "I show views of both Seattle and Tacoma, whose sites are on the Puget Sound between the silvery Cascade and the rugged Olympic Mountains, unsurpassed in our country and only rivaled by Stockholm and Naples in all Europe. I have never seen such marvelous wealth of color anywhere to equal that in the parks of Mount Rainier. I will gladly give the lecture free to Rotary clubs from the Missouri River to the Atlantic seaboard and as far south as Birmingham, between January 15 and December 30, 1917, provided the clubs will arrange representative audiences and supply stereopticon operator, screen, etc., for the occasion. If the motion films also are desired the club is to supply the motion picture machine in addition to the stereopticon. The stereopticon views cannot be shown with a moving picture machine. Both stereopticon and films may be had, but if only one is wanted, the stereopticon is essential to properly illustrate the lecture."

Any Rotary club which wants this splendid entertainment should write to McClurg immediately, suggesting dates and giving him a number of possible dates from which to select, so that he can arrange his itinerary.

* * *

Akron, Ohio: In our classifications automobile rims and truck tires are held by high officials in the Firestone Tire & Rubber Company. The new clubhouse for the employees of the concern was recently opened. It is unique in size, cost and equipment. For example three thousand meals a day are served there at cost. The four Rotarians, two being associates, of that company, invited the entire club to a dinner dance there November 13, which has been the chief event of the month. Upwards of two hundred and fifty presented themselves. The novelty of the occasion consisted in the Rotary club being the first guests that were entertained in this new and remarkable building, erected to provide the finest type of welfare work in the community.—Theodore E. Smith, correspondent.

* * *

Atlanta, Ga.: About 125 noisy Rotarians thoroughly enjoyed themselves at the Election Night meeting at The Piedmont. Proprietor Jim Hickey and Manager Royer spread themselves by giving us a splendid beefsteak dinner, and Cousin Fred Houser and his wild and untrained assistants led the singing with the good old Rotary songs. Special election returns were received over a private leased wire, arranged by Bill Peebles, the genial manager of the Western Union. Bill had a regular office installed on the platform with Atlanta's fastest operator in charge. Wylie West, Lauren Foreman and other stentorian-voiced Rotarians were kept busy bellowing the steady stream of bulletins and returns.

Asa Candler, Jr., acted as chief bookmaker for the Charity Fund Bets, and we understand that this fund is richer by quite a number of Iron Men, which are now resting in the strong box of Treasurer Weisiger.

Lieut. Bill Seabrook, was scheduled to talk twenty minutes on "Six Months in the Trenches." Bill really spent six months in the Franco-American Ambulance Corps, located at Verdun, and the telling of his experiences was so interesting the boys would not let him stop, and he really talked for three-quarters of an hour, in spite of the fact that his competitor for the attention was the telegraphic returns of a national election. He furnished the souvenirs for the occasion, miniature 42 centimeter shells, filled with Jordan almonds.

The Christmas Savings Banks were distributed. Every Rotarian was requested to deposit ten cents a day until Christmas meeting, so that the usual Christmas baskets could be sent out.

A short time ago Bill Peebles flagged The Dixie Flyer near his suburban home, on account of a broken rail. Lauren Foreman, publicity man for the Southern Railroad, presented him with a Hero Medal, a perfectly good tin pie plate, duly decorated with an inscription a la Carnegie.

President Hicks says he wants to go on record as advising against an effort to repeat the stunt of holding an election night meeting four years hence. Whoever may be a-runnin' the club at that time can take it from Hicks that a three-ring circus with a suffragette mass meeting thrown in, would be an easy thing to handle as compared to a Rotary dinner where you attempt to have a program and receive election returns at the same time.—Hubert W. Anderson, correspondent.

* * *

Binghamton, N. Y.: The Binghamton Rotary Club claims the honor of being the first Rotary club to send a letter to another Rotary club by the Air Mail Route. When Ruth Law made her record-breaking trip by aeroplane from Chicago to New York, she stopt en route at Binghamton, Sunday, November 19. When she resumed her journey to New York City she carried with her a letter from James G. Brownlow, president of the Binghamton Rotary Club, to William J. Beamish, secretary of the New York Rotary Club which was as follows:

"Dear Bill: Binghamton Rotary Club sends greeting to New York Rotary Club by Miss Ruth Law, flying from Chicago to New York under the auspices of the Aero Club of America for a record. The little lady was forced to alight en route and chose Binghamton. We always try to attach New York and Binghamton Rotary Clubs to any important world's service and through the courtesy of Miss Law we find an opportunity. Please thank her for all Rotary. We hope to see you soon at the district conference in Binghamton."

The letter was duly delivered to the New York Rotary Club and Secretary Beamish wrote Miss Law a letter of appreciation on behalf of the New York Club and also wrote to Brownlow of the Binghamton club that his letter had been received out of a clear sky. Beamish said further,

"This aerial stunt on your part will surely make the Binghamton and New York dots on the map swell up and demand to be noticed more than ever. I may also suggest that we (you and I) may be able to fly to Chicago before very long, for lunch with Ches. Perry, and return to our homes in time

for dinner. Think it over in your leisure moments—if you have any. Look out for me via terra firma if the District Governor should decide to hold the conference in Binghamton."

* * *

Charleston, W. Va.: The Charleston Rotary Club celebrated on Halloween its first anniversary with a "Ladies' Night" banquet and musical and oratorical program of attractive features. Wilson and Marshall as well as Hughes and Fairbanks were all present (by proxy of local doubles). Their ante-election pleas for votes were "catchy" if not convincing. A good orchestra, and a vaudeville number preceded the talk-fest which included such subjects as the inception, past, present and future of the club. A delegation of eighteen members of the Huntington Club was present and extended generous felicitations.—Wm. B. Mathews, correspondent.

* * *

Chicago, Ill.: The Chicago Club held its fourth annual business show—at the Hotel Sherman on November 21 and 22, using the entire second floor of Rotarian Bielefeld's big hotel. Was it a success? Well, the crowds that came to see it seemed to think so, for the aisles were impassable and the crowds overflowed over all the exhibits. The south banquet hall was devoted exclusively to the food exhibits. This section was a mecca for the free lunch seekers, who not only tested each of the fifty-seven varieties, but ate biscuits baked on a Rotarian electric stove, with Rotarian flour and Rotarian baking powder by beautiful lady Rotarians. Rotarian cheese and crackers were washed down with Rotarian grape juice and sweet apple cider.

A Rotarian telegraph station was installed and messages received and sent right from the show. Rotarian telephones were installed, and to complete the Rotarian methods of communication combined with Rotarian transportation, a complete exhibit of a post office pneumatic tube system was installed. Post cards were given free, stamped free, and sent. All the visitors had to do was to write their message and drop the cards into the pneumatic tube carrier. Several thousand of these post cards were sent to all parts of the United States and Canada, Mexico, South America, Europe and even to Japan and South Africa.

The decorations were beautiful; the crowds overwhelming; the results gratifying; and the exhibits so diversified that to describe them would take more space than is available. The club was presented with a safe by Rotarian Breen, which was given as a prize for the correct guess of the number of pennies in it, these pennies being raised by the sale of chewing gum presented by Rotarian Sprague. These proceeds were for the club's Christmas fund.—Jas. H. Butler, correspondent.

* * *

Columbus, Ga.: The Rotary Club was successful in staging a football game on Nov. 4 that probably attracted more interest than any other football game in the South. The game was between the Alabama Polytechnic Institute, of Auburn, Ala., and the University of Georgia, from Athens, Ga. In the words of our chairman of the Board of Directors, Dan Joseph, "Columbus has tried for fifteen years to get this game, and the Rotary Club deserves a great deal of credit." Prof. Thomas Bragg of Auburn, made the statement that he expected an attendance of 2,000. Over 4,200 people witnessed

(Continued on Page 70)

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ney along—
The Highway of
time**

Atlanta

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of the Rotarian
car of Progress
I am a passen-
ger headed in
that direction**

New Year's

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that comes into
being midway
between two
great events**

Rotarians

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cept the hearty
good wishes in
The Rotary Way
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**R. G. Knowles
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Watch this space

Our advertisers will be pleased if you will mention THE ROTARIAN when writing them.

STUNTS AND SOCIAL AFFAIRS

(Continued from page 68)

the game. The score was Auburn 3; Georgia 0.—Charles E. Lorenz, D. O. correspondent.

* * *

Grand Rapids, Mich.: Members of the club dined recently 100 feet below the ground in the Michigan Gypsum Mine. It was a great stunt. There were about 80 present in spite of a rainy day and the affair was probably the most enjoyable of any that the club has ever had. The mine dining hall was illuminated by incandescent lights and decorated with the Rotary and United States colors. The food for the dinner was prepared in the mine and was served on a long table made of planks, unadorned except with the glistening tinplates and cups. During the meal the guests were warned to get under cover because a blast was going to be shot off. They scampered about, hunting for something to hide under, and then there was a sudden burst of flame, followed by the sound of an explosion. Balls of fire of different colors shot down the shaft and then everybody appreciated the joke. Superintendent Parkhurst later escorted the visitors to the scene of the blast and showed where eighty tons of gypsum rock had been displaced. The blast was part of the regular operation of the mine and was not staged especially for the benefit of the guests tho the balls of fire were. A tour of the mine followed.

The club had its first formal dinner meeting the evening of the 16th of November with the ladies present. We were honored with a talk by Stewart McFarland, Governor of District No 3 and Past President of the Pittsburgh club, whose subject was "What is Rotary?" This dinner and the dinner in the mine represented the extremes of conventionality and both were very successful.—Alletz K. Tyson, president.

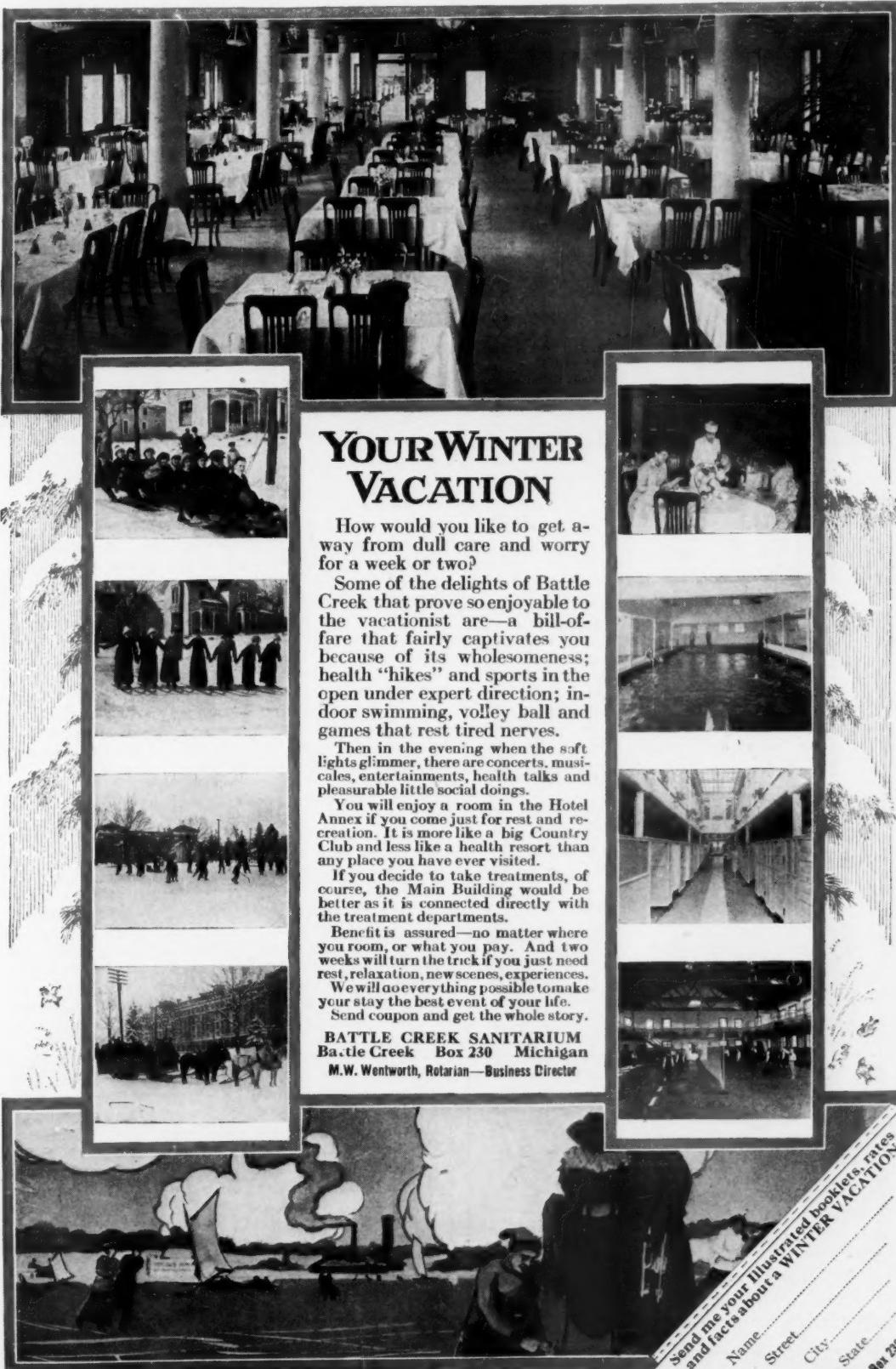
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Hamilton, Ont.: Past President Albert's visit to the Hamilton Rotarians in November was made a gala occasion by the presence of about a hundred ladies, who probably got a better idea of the aims and objects of Rotary from the past president's magnificent address, than would have been possible under almost any other circumstances. It was a banquet with the tables laid out to form an immense Rotary wheel. A feature of the evening was the presentation of a beautiful silver tray to Rotarian Albert, as a tangible token of the Hamiltonians' appreciation of what he has done and is doing for Rotary. District Governor Bruce Carey also came in for a gift, a very handsome Rotary wheel. Among the guests were many prominent business men from St. Catharines, St. Thomas, Windsor, Guelph, Sudbury, Brantford and London, and there are excellent prospects for the formation of clubs in all those cities, (except London, which already has a club that is a crackerjack).—Chas T. Reid, correspondent.

* * *

Jackson, Mich.: Rotarian Rev. H. Poole has been appointed a committee of one to predigest each issue of THE ROTARIAN. He will call attention each month to worth-while articles in the current issue. It is believed that members in this way can be urged to read the entire magazine more faithfully.—Guy C. Core, correspondent.

(Continued on page 72)



YOUR WINTER VACATION

How would you like to get away from dull care and worry for a week or two?

Some of the delights of Battle Creek that prove so enjoyable to the vacationist are—a bill-of-fare that fairly captivates you because of its wholesomeness; health "hikes" and sports in the open under expert direction; indoor swimming, volley ball and games that rest tired nerves.

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STUNTS AND SOCIAL AFFAIRS
(Continued from page 70)

Louisville, Ky.: One of the big hits of the Harvest Home dinner staged by Louisville Rotarians was the impersonation by Arthur Kaye of a certain big game hunter and explorer. Mr. Kaye, who is manager of the Louisville Manufacturers' Exhibit, is one of the town's liveliest Rotarians.

He expounded Rotarian "policies" in most convincing Rooseveltian style to the delight of local members and their guests who included J. H. Allison, Governor of the sixth Rotary district, and delegations of Owensboro, Nashville and Asheville, N. C. Rotarians.

—Robert Montgomery.



Arthur Kaye

Macon, Ga.: The members of the club were guests in November, at dinner of the girls of Wesleyan College which is said to be the first college in the world exclusively for women. It was one of the most delightful meetings the club has ever had. We went upon the invitation of Dr. Charles R. Jenkins, president of the institution, and were met at the main entrance by the girl students, each one of us being taken in charge by one of them. A member of this year's graduating class welcomed us and after several musical numbers, the roll of the Rotarians was called as usual and then Rotarian Jones gave a talk on Rotary so that the girl students might have an understanding of what this new movement in the business world means. The Rotarians and the college both felt that the evening was most profitable.—W. H. C. Johnson.

New Orleans, La.: Our Frank Mulholland's coming soon, to this old town shaped like a moon. We've dated him for his noted speech, and you can bet that Frank will reach the business man who does not care about commerce and the association there.

Our Ladies Nite's on the twenty-third 'going to be a humming bird. Every Rotary lass in town is coming in her wedding gown, prepared to cop the prizes that have all been given—and the hat, so that their gallant Rote may wear a Meyer sky-piece—like a millionaire. Music and dancing and eats supreme, and lucky dances, that's the cream.

To stimulate our luncheon meet, we have just put on a brand new feat. The Chairman who can bring the throng (that's easy as the rhyme of song) will have his name inscribed upon a loving cup, with a wheel adorned. And, when the next Rote beats his crowd, the first Rote makes a speech that's loud, acclaiming that this Rotary man stands well among the Rotary clan. His name is thereupon jotted down, upon the cup of world renown, to show that he has done the thing that makes Rotary his praises sing. The next man in his turn will come, and mayhap beat the last, by gum!

I've sat up late to write this tale, and hope 'tis read before it's stale; it's all about our Rotary work, Yours truly,—Rote by Billy Burk, correspondent.

Philadelphia, Pa.: Considerable interest, as well as pleasure and instruction, are being derived
(Continued on page 74)



Some of the Prize Cups to be Awarded at Atlanta

MANY of the Southern Rotary Clubs will give Prize Cups in the different contests held during the 1917 International Rotary Convention — Knoxville, Memphis, Chattanooga, Savannah, Asheville, Jacksonville, Greenville and Johnson City have already placed cups at the disposal of the Contest Committee and the Atlanta Rotary Club claims the privilege of giving four such prizes themselves.

The Rotary Club of Atlanta *"Atlanta Expects You in 1917"*

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JUNE 17-21

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They're the ideal binders, both for sheets that are referred to frequently and for those that are kept only for occasional reference. We get them in the key lock or the slide button style, and the bindings vary from plain gray canvas to handsome corduroy and red leather.

Their scientific design, the best of materials and high class workmanship are the secret of their durability.

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(Rotarians)

Kansas City, Missouri

STUNTS AND SOCIAL AFFAIRS

(Continued from page 72)

from our weekly luncheons. Chairman Chas. A. Stinson has put in force a plan that is being commended by all. He has appointed each member of the Luncheon Committee to take charge of four meetings, with the understanding that every other meeting be address by a prominent speaker outside the club. It was decided that the member of the Luncheon Committee who has the luncheon in charge shall call on one of the members at the dinner to introduce the chairman of the day. The chairman will then read the notices, introduce visiting members, and, lastly, introduce the speaker of the day.—G. H. Jackson, correspondent.

* * *

Pittsburgh, Pa.: The sixth birthday of Rotary in Pittsburgh was celebrated Dec. 6, in fitting manner by a party named Taylor Night, in honor of Col. Oscar T. Taylor, the founder of our club. The fact that this meeting was to be known as "Taylor Night" was kept secret until the very hour of the affair. Needless to say Col. Taylor was surprised and pleased, but the *real* pleasant surprise came when he was presented with a fine gold watch by the club members. Entertainment was provided by a "cabaret quintette" composed of club members, and talks by each past president present. Groups of members were seated around the Rotarian who was President at the time that they joined the club and much noise came from some of the groups. A general review of past experiences as a club proved interesting, especially to the more recent members.

Plans are being made for our big annual Ladies Night some time before March 1st, 1917—Jas. O. Corbett, correspondent.

* * *

San Francisco, Cal.: A recent "New Members" luncheon was most successful. The membership was divided among the fifty-seven new members and the new members were requested to write letters on their business stationery to the older members assigned to them. This was effective in bringing out a large attendance—223. Each of the new members was notified to prepare a short talk for the luncheon. At the meeting they drew lots to see which should be permitted to give their talks since it was not possible for everyone to speak. Prizes were awarded to those having the best talks.

A new roll-call was tried out with success. Six people were seated at each table. Place cards, giving the number of the table, were distributed as the Rotarians entered the dining room. On these place cards a blank was left for the name of the holder to be written in. After the cards were all filled out and collected, the chairman called off the names and as each name was called, the member arose and answered with two words, not giving his name, but giving two words that would designate his business. If he used more than two words, he was fined. The membership committee with the president and secretary were seated at the speaker's table and each member of the committee was allowed a few minutes to speak either about his business or about Rotary. The stunt provided a splendid opportunity for the new members to become acquainted not only with one another, but with all the older members.

Recently, the club members were guests of Rotarian Z. W. White at the opening day of his Dairy

(Continued on page 76)



When you go shopping

You like to trade in stores that are up to date and prosperous—where everything is spick and span—and clerks treat you as guests. Everybody likes to trade in stores like that.

And when you see the crowds coming and going you class the store as a money maker—compare it with your own—wonder why you don't get the profit you should from the business you do.

But you may be mistaken about the big profit this store is making. Many stores do a big business, seem prosperous, and still fail to make all the profit they should—allow poor records to hold them back—fail to stop the leaks and losses.

Let us show you a better way to pick the money-making, profit-getting store. If each customer gets a cash register receipt with the amount in figures printed on it, rest assured that every cent is accounted for and the store that gets such a record is pretty sure of all its profits.

Do you get the records you ought to get? If you do not, we shall be glad to show you what a National Cash Register that issues receipts with the amount in figures printed on them will do for you.

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Dayton, Ohio, U. S. A.

STUNTS AND SOCIAL AFFAIRS

(Continued from page 74)

Lunch. Rotarian White entertained them with music, etc. and presented each one with a photograph of the club taken in front of his place and another taken inside the lunch room.—V. S. Walsh, chairman Membership Committee.

* * *

Savannah, Ga.: Savannah Rotarians were hosts to their lady friends on the evening of Oct. 31. The dinner was a formal affair and was held at the De Soto Hotel. The chief feature of the evening was the address of Rotarian M. Asby Jones of Augusta. A number of entertaining stunts were worked to produce merriment. President Davis asked for contributions to aid the Boy Scouts of Savannah and stated that he thought as many as a half dozen Rotarians would stand for five hundred dollars each. There was hesitation for a time, but the president pressed a button and an electric current went into a half dozen chairs and an equal number of Rotarians immediately stood—Luke P. Pettus, correspondent.

* * *

Sioux City, Iowa.: Mr. and Mrs. Howard P. Guiney contributed to the *Rotary Punch* a new Rotary song composed by Mrs. Guiney, which is as follows:

ROTARY FELLOWSHIP.

By Mrs. Howard P. Guiney, Sioux City, Ia.

(Tune: *Battle Hymn of the Republic*)

If you want to be a winner in our dear old Rotary
You must cultivate the friendship of each member that you
see;
You must take him by the hand and be as cordial as can be
When you have an opportunity.

Chorus: Glory, glory be to Rotary,
Glory, glory be to Rotary,
Glory, glory be to Rotary,
If we grasp this opportunity.

We are all so very busy that we think we haven't time
For the fellowship of strangers who are falling into line,
But be sure if we neglect them we will ever rue the time
That we lost our opportunity.

Chorus. Glory, glory, etc.

You remember that "He profits most who serves his brother
best,"
So let us boom good fellowship with e'er increasing zest
And be happy in the serving for it gives us all success
When we grasp our opportunities.

Chorus. Glory, Glory, etc.

* * *

Stockton, Cal.: The first ladies' night of the season, October 18th, proved to be an occasion that will long be remembered by those who were present. President Pearson presided in his usual good style. One of the features of the evening was the roll-call, As a Rotarian was called he had to give his name and classification in a four line rime. These were unique, [some classic, mostly inclined to the humorous.—J. C. Ahrens, correspondent.

* * *

Syracuse, N. Y.: Once a month the Rotary club has a "ladies' night." Entertainments of various characters have been provided but the ladies are unanimous in declaring that the most successful stunt provided was the appearance of Governor Smith's "Rottery International Minstrels," the same mastodonic aggregation of merry minstrels who performed at the convention of the International

(Continued on page 78)

RESOLVED:

¶ That during the coming year Abou Ben Adhem shall have nothing on me

¶ That I will build a warm, sunny addition to my heart and place therein the men who have heretofore existed only in the books of my business

¶ That I will take an active part in Rotary meetings—speaking little, saying much and thinking always

¶ That I will plan NOW to go to Atlanta and absorb the immeasurable, intangible something, that makes better men of those who seek it

¶ That before the Convention, during the Convention and after the Convention I will

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**HIGH STANDARD
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—the investment paint. It's
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If you are planning to paint in the spring, better write us now for color card and suggestions. These are gladly sent free upon request.

Then speak to your Rotary painter early and engage his services so that you will have no delay when painting time comes.

Write today for the color suggestions

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Kansas City Minneapolis
Lowe Brothers, Ltd., Toronto, Canada

STUNTS AND SOCIAL AFFAIRS

(Continued from page 76)

Association of Rotary Clubs at Cincinnati. The press agent's synopsis of the occasion reads: "Thomas K. Smith, governor of district No. 2, is the proprietor, treasurer, manager, property man and interlocutor of the show which contains an array of talent hitherto unknown to Syracusans. For instance, there is the inimitable human Swedish nightingale, known as 'Helljammer Muriel Boedker,' whose voice is said to carry the sweetness of the nightingale with the power and volume of an elephant's trumpeting. There is 'Jawge' Kirtland, otherwise George D. Kirtland, president of the Rotary Club of Syracuse, who is declared on authority to be without a rival in the land of burnt cork; 'Doc' Edwards, whose rendition of 'A Perfect Day' is said to be the acme of perfection; 'Russ' Paine and 'Franque' Weedon, well known dispensers of mirth, who appear in an act never before seen upon the stage.

"The chorus contains voices that have never been heard even at the Metropolitan Opera House.

"They are noted for their fine brand of noiseless singing. 'Watch 'em sing' reads the program. Here they are: 'Georgie' Pulver, boy soprano; 'Artie' Wells, lyric tenor; 'Hughie' Baker, who trained his voice in the great outdoors; 'Eddie' Silvernail, the man who sings to beat time; 'Martha' Timmerman, whose voice is said to be absolutely 'grate'; 'Garry' Brown and 'Olivette' Jenkins, who sing Chinese melodies in their native tongue; 'Freddy' Sager, who has a 'well knit' voice, which he uses with the 'muffler' cut out; 'Walt' Goulding, whose voice was trained to the hum of a rip saw in the wilds of the Adirondacks; 'Joe' Brightman, one of the most famous bassos known to Rotary; 'Johnnie' Duffy, of the New York State Railways, who not only lends his magnificent voice to the ensemble but who wrote the lyrics for the show as well; his voice has been rated as but 'fare' with some, but he is said to be one of the greatest warblers in the world; men who have heard him say that his warble of 'trolly-olly-ally-olleo' must be heard to be appreciated. Then there is 'Billy' Jilson, whose voice was 'cut' in an acid bath before it reached the perfection that has gained him fame throughout the world."

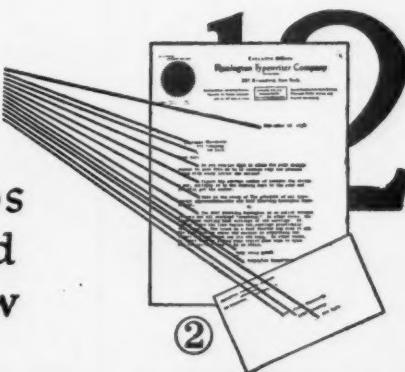
"Bill" Fancher was the musical director. The score of the "opera" was written by "Artie" Binnings and the jokes were secured from an almanac by Garry Brown. Scenery was by Proctor Welch and Freddy Crawford of the Onondaga Hotel, who have produced sumptuous settings for former performances.—J. Russell Paine, correspondent.

* * *

Tampa, Fla.: One of the most interesting social events in the history of the Tampa Club was a recent "country picnic" held at night on the roof of the ten story building of the Citizens' Bank and Trust Co. Dr. R. A. Bize, president of the club and president of the bank, was our host. There were two hundred men and women present. There were stunts, mock political speeches, bogus athletic contests and other "numbers" that contributed to a very pleasant evening. Rotarian Lambright made a great hit with his sarcastic poem "Florida, My Florida." Then there were real contests such as a sack race, chicken race, three legged race, etc. and a potato and egg race for the ladies. To conclude the party there was a fine display of fireworks for

(Continued on page 80)

12

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Write for Hubbard's Little Journey to
The House of Service

Address

Billy Maurice
Pres't H. S. Rotary Club

STUNTS AND SOCIAL AFFAIRS

(Continued from page 78)

our benefit on the top of the Bay View Hotel, a ten story building three blocks away.—John Turner, correspondent.

* * *

Toledo, Ohio: During the past two months the Toledo Club has pulled off a remarkable series of live meetings with programs full of original surprises, under the inspiring guidance of Charles Hartman, first vice-president. The first program to attract special attention was to be in charge of "Ed" as chairman; there seemed to be some mystery as to the particular unfortunate "Ed", but when the day arrived fifteen "Eds" smote our view at the Speaker's table, each one singing a husky gavel and trying to out-talk the others in a grand discordant chorus. When the confusion subsided one of the cleverest programs of the year was uncorked. Each "Ed" had a short snappy speech, some humorous and others serious—most of them being in the nature of shop talks.

Later, on November 17th, after much advertising of a "teaser" kind, the Club was confronted with the whole Toledo Advertising Club as our entertainer. One day before the meeting our *Spoke*, the official weekly, came out completely rewritten and edited by the Ad men. No one recognized the little sheet and it was a screech from editorials to ads—abounding in the kind of humor that only Ad carpenters can produce. The program conducted by Harris Corey, the president, was a crescendo of interesting information and fun. The final crash came when a dozen leather lunged high pressure newsboys burst into the packed room with a special edition of the Toledo Blade, announcing a terrific riot among Rotary members. This edition was also written up exclusively by the Ad men, and the contents started more noise than the newsies could make.—L. G. Medbury, correspondent.

* * *

Washington, D. C.: The Rotary Club gave a "ladies' night" in the form of a theater party, Thanksgiving Eve. The club members entertained their wives and sweethearts at dinner last spring and the guests on that occasion express the opinion that similar affairs should be held annually, if not oftener. The party was at Keith's Theater, which was specially decorated for the occasion by Rotarian Robbins, the manager, with the co-operation of Rotarian Copeland. The emblem of the International Association of Rotary Clubs figured largely in the decorations, while above the proscenium arch, the Rotary motto, "Service, not self," and "Welcome, Rotarians," shone in letters of gold. Several of the entertainers made personal allusions from the stage to members of the club, which caused great merriment. Following the close of the performance the members of the Club and their guests proceeded to the promenade lounge where Rotarian Robbins was host. A buffet supper was served under the direction of Rotarian Demonet. Dancing continued until 1 o'clock. At intervals members of the Club and their guests were conducted in groups to inspect "back stage" and "under stage." They viewed all the mysteries that exist behind the scenes, the inspection being an education in itself.—C. Fred Cook, correspondent.

* * *

Zanesville, Ohio: Several good plans have been successfully tried out to sustain interest in the

(Continued on page 82)

TO THE ROTARIANS:

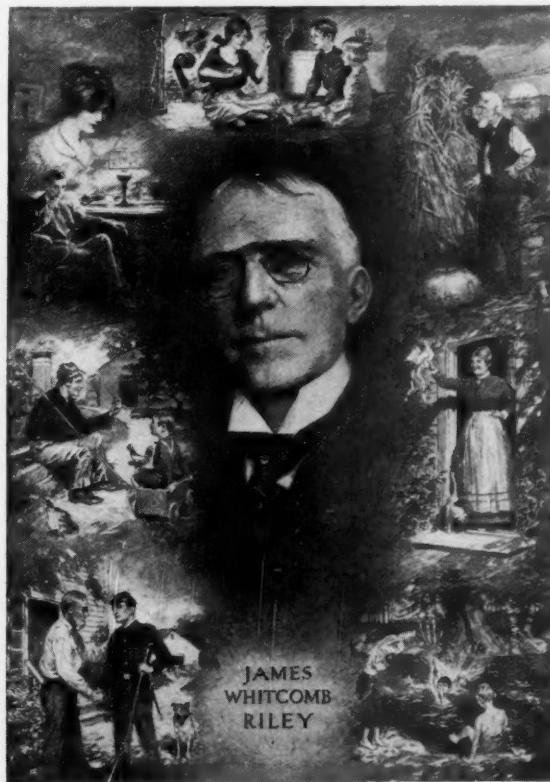
Greetings and felicitations. If a word of congratulation may be addressed to you, may I say that the Rotarians—collectively and individually—have struck the target center of my ideal of what a club should be. For there sit artist, minister and business man, not feeling sorry for each other in the least, but instead heartily applauding Art, Square Dealing toward God and man, and Enterprise, all three alike, each happy fellow betting on the other as just his kind of a man.

On behalf of the Hoosiers, may I convey the salutations and fervent wishes in the immortal words of Dickens, "God bless us every one."

Loyally and fraternally yours,

June 21, 1916.

JAMES WHITCOMB RILEY.



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STUNTS AND SOCIAL AFFAIRS

(Continued from page 80)

weekly luncheons. The latest of these is to have all the members whose classifications have something in common appointed on a committee with a chairman and have them plan and take charge of a luncheon. The Building Trades recently had charge and put on a very enjoyable hour. There were talks on the various branches of the building trades.

Another meeting was in charge of the Public Utility men, including the several branches of railroad work, the telephone, telegraph, electric railroad, and power members. A street car signal bell and rope was installed over the tables for the amusement of the lunchers and a big foot gong was used by the chairman in lieu of the usual gavel.

At a recent evening meeting the president put on a "Rotary Knowledge and Acquaintance Test." A long slip was furnish each Rotarian, containing the last name of each member. Each contestant was askt to fill in the correct given names down the entire list of 100 members. No one was expected to make any inquires of his neighbors and many jokes developed. Many of the members found on test that they knew men with whom they had daily transactions, only by their initials or some Rotary nickname. A correct list was published in the club publication the following week. At some future date the members will again be put to test and awarded suitable prizes for correctness. In the meantime members are calling each other by their given names when they meet on the streets, where before it was simply, "Howdy, Smith," "Howdy, Jones."—H. V. Bogart, correspondent.

* Miscellaneous Club Affairs *

Battle Creek, Mich.: True to their training in the "health city," the Battle Creek Rotary Club has organized bi-weekly gymnasium classes. These classes are held in the Sanitarium gymnasium and are well attended. The boys all declare that they feel "fit as a fiddle" as a consequence.

Belfast, Ireland: On Monday, October 16, we had the pleasure of entertaining Mr. Martin Harvey, who gave us an interesting side-light on the stage from an educational standpoint, and we made him happy by giving him a cheque for £5,12s, to be devoted to any charity that he wished. The visit of Mr. Harvey caused us to defer a long promised chat from Mr. Archer Smith, the local manager of the Telephone System, on the working of the telephone. Mr. Smith was welcomed to the Club on Monday, October 23, and his chat proved so interesting and instructive (it was illustrated by various diagrams and specimens) that it was long past the usual time for closing before we dispersed.

I should make at least a passing reference to the very interesting day we had, when Mr. Ivan Sutherland of our own club, gave us a practical demonstration of oxygen-acetylene welding. It must have cost him considerable trouble to get the heavy apparatus into the luncheon room, but the thought of "service" evidently eclipses the thought of trouble with most Rotarians.—Chas. E. White, correspondent.

Bloomington, Ill.: Our club is getting along nicely and shows a steady increase of interest upon

(Continued on page 84)

Perhaps Some Day

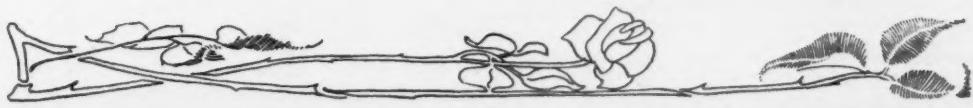
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FLOWERS
not now.

Where e'r she is, talk to her thru **Flowers**—the universal language of peace, pleasure and beauty. Let your **ROTARY FLORIST** arrange the message.

But how can we send **Flowers** to those we wish to remember in distant cities? you ask, and yet it's the simplest thing in the world. Just phone or write your local Rotary Florist, tell him what you want and when you want it and he will do the rest. Then dismiss the subject from your mind.

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Single rooms \$1.50 per day and up
With Bath \$2.50 per day and up

Try our new popular priced restaurant, an innovation in one of New York's leading hotels.

Tea and Dinner Dance daily except Sunday 4 to 9 P. M.

Imperial Home dinner served daily 6 to 8:30 p.m.
Particular attention paid to Brother Rotarians.

WILLARD D. ROCKEFELLER, Mgr.

MISCELLANEOUS CLUB AFFAIRS

(Continued from page 82)

the part of the members and a desire to be of service to the community rather than simply to get out of the Rotary meetings what they can and leave it to the officers to do the rest. We hope to send a large delegation to the District Conference to be held at Danville—a larger delegation than went to South Bend last year. I feel that these meetings make Rotarians out of the members. It is by traveling among other clubs and joining in inter-city meetings and district conferences, as well as in the International convention, that we can get the true spirit of Rotary.—Davis Ewing, secretary.

* * *

Buffalo, N. Y.: We fellows here in Buffalo had long anticipated the coming of Allen D. Albert. The morning of October 27 sounded the death knell of anticipation and announced the birth of realization. Allen Albert was in Buffalo at last. It is no idle flattery to say that he is good to look at. His smile is contagious and Buffalo Rotarians who met him at the station were immediately transformed into a smiling mass of humanity. A big crowd turned out at luncheon to hear him and it will be no surprise to you to be told that he held us spellbound. He cleared the atmosphere for many of us as to the relations which should exist between a Rotary club and a chamber of commerce or board of trade. In the evening he lectured for the Chamber of Commerce before a large and representative gathering; his topic was "City Planning." Nobody here had heard anything like it before and that is no reflection on Buffalo. He knew more about Buffalo than we who lived here and showed us all our human frailties in such a nice way that it positively made us feel good. That is some achievement. Buffalo Rotarians felt justly proud of our Allen and there always will be a loving welcome for him whenever he can come to us.—Allan Fraser, correspondent.

* * *

Cleburne, Texas: In December a Rotary banquet was given by the members for their friends, their wives, and their sweethearts. It is safe to predict that these annual banquets will become establisht functions in Rotary social life.

President C. F. Alexander recently appointed the following Rotarians to exchange with members of other clubs for the purpose of giving talks on Rotary: J. W. Loving, J. R. Ransone, Jr., C. W. Smith, W. R. Walker.—J. R. Ransone, Jr., correspondent.

* * *

Cleveland, Ohio: During November our club was exceptionally favored with splendid entertainers. At a joint meeting of the Advertising and Rotary clubs we were address by Ex-President Wm. H. Taft. His subject was, "The Presidency, Its Powers, Limitations and Its Possibilities." On this occasion no guests were admitted and the large new ball room of the Hollenden hotel was crowded. The manuscript of his address was secured for THE ROTARIAN.

On another occasion we were favored with a splendid talk by Edgar A. Guest of the Detroit Free Press. He gave us selections from his two books, *A Heap O' Livin'* and *Breakfast Table Chats*.—Dr. W. I. LeFevre, correspondent.

(Continued on page 86)

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MISCELLANEOUS CLUB AFFAIRS

(Continued from page 84)

Davenport, Ia.: The charter members of the club were in charge of the regular luncheon meeting 13 November, when the fifth anniversary of the organization of the club was celebrated. H. C. Spencer, charter member, was historian for the organization and explained how the club was organized by W. H. Harrison in 1911. There were songs in honor of each of the past presidents and each speaker.—T. J. Van Deusen, correspondent.

* * *

Decatur, Ill.: With a membership of 112 and a healthy waiting list the Decatur Rotary Club, much to its regret, was forced to leave Rotarian Harve Greider's restaurant, which has been its meeting place since it was formed, and seek the larger dining room of the Hotel Orlando. The club makes a point of being hospitable. At every meeting usually half a dozen guests are present and most of them want to become Rotarians.—W. F. Hardy, correspondent.

* * *

Elmira, N. Y.: In two months the Rotary Club of Elmira, the "baby" club, has seemingly become the liveliest and most popular club in this city of clubs. At the formal inauguration of the club October 6, the Rotary Club of Binghamton chartered a special train and came to Elmira 115 strong, under the able direction of "Jim" Brownlow, its popular president. With them was John Tremain, of Albany. District Governor Thomas K. Smith, of Syracuse, was also present and made a most enthusiastic and helpful talk. In every way Governor Smith has helped the young club to get properly started. The weekly luncheons of the Elmira club are held Fridays at the Federation Building and the attendance has been wonderful. At nearly every luncheon Rotarian M. D. Gibson, manager of the Majestic Theatre, is able to supply one of his star acts. Prizes are distributed weekly and roses are sent members on their birthday. The *Star-Gazette* runs a regular Rotary department on its editorial page and all of the city papers have been most generous with space. The membership committee is deluged with applications and the whole city seems anxious to get in. Many of our members have visited the Rotary Club of New York and have been most cordially received.—J. Maxwell Beers, president.

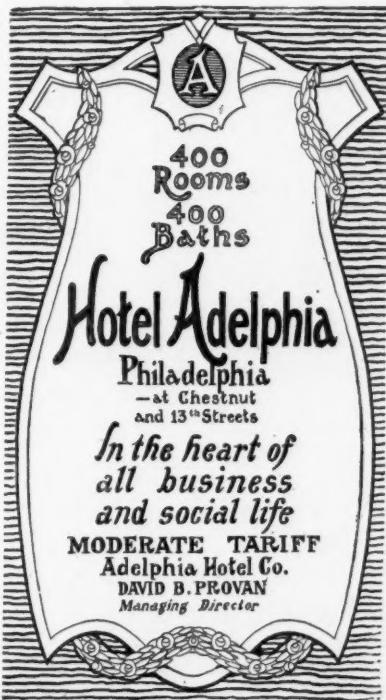
* * *

Fort Wayne, Ind.: Art Smith, the world-famed aviator, who has recently returned from his sensational exploits in Japan, following his months of thrilling exhibitions at the California expositions, made his initial appearance before the Fort Wayne Rotary Club November 29. Smith is only twenty-two years of age. He was made a member of the Fort Wayne club several months ago while making a "flying" trip (on a Pennsylvania railway train) to keep an appointment in the east. He is a Fort Wayne boy and did all his preliminary flying here.—B. J. Griswold, correspondent.

* * *

Greensburg, Pa.: Every weekly meeting of the club has been a big success and recently the attendance has been particularly good, stimulated

(Continued on page 88)



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MISCELLANEOUS CLUB AFFAIRS

(Continued from page 86)



B. W. Kerr, Secretary Frank B. Miller, President
Rotary Club of Greensburg, Pa.

by the contest for the attendance cup offered by District Governor McFarland. The Greensburg boys believe they are up among the leaders.—E. A. Sweeney, correspondent.

* * *

Halifax, Nova Scotia: This club enjoyed the rare privilege of a visit from Allen D. Albert, Immediate Past-President of the International Association on 7 November. A supper was substituted for the usual midday lunch, that an opportunity might be given for a large meeting of Rotarians and their friends. A memorable night, truly, in the records of the Halifax club! For over an hour Rotarian Albert expounded the principles of Rotary to an audience whose attention never for a moment flagged. When the speakers at the close used the customary phrases about inability to express the indebtedness they felt, one realized that for once such language was not in excess of what the occasion called for. No man present could have said just how deeply the whole had impressed him. Rotary has a very firm grip upon Halifax, but even its most zealous members have become able since that evening to define with a new clearness the source of that fascination by which they are held. The address had the qualities of high oratory, but it was not more notable for these than for its lofty moral tone, and the great ideals of public service which it brought home with very unusual power. The members at the close sang with tremendous enthusiasm, "Will ye no come back again?"—Herbert L. Stewart, correspondent.

* * *

Hamilton, Ont.: In addition to the regular bi-weekly luncheons, the Hamilton club holds an informal luncheon on the intervening Thursdays, always at the Royal Connaught, and to these visiting Rotarians are made very welcome. The Connaught is Rotary headquarters, and everybody connected with the new big hotel, from Manager O'Neil, himself one of us, down to the bellhops, is strong for Rotary.—Chas. T. Reid, correspondent.

* * *

Jackson, Mich.: An old fashioned wheel of fortune has been installed in the club rooms. Each member takes a number during Rotary roll call. Later when the regular entertainment is finished

(Continued on page 90)

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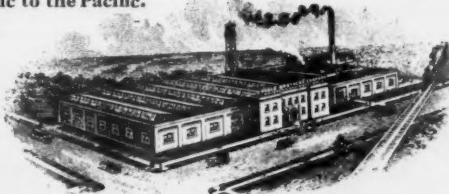
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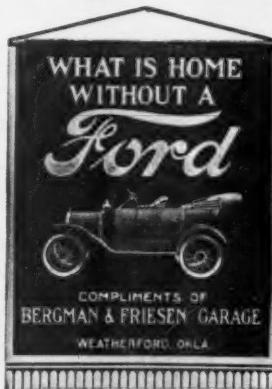
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MISCELLANEOUS CLUB AFFAIRS

(Continued from page 88)

and a few minutes remain, Rotarian Flowers gives the wheel a spin and the lucky man whose number corresponds with that shown by the indicator tells the most exciting moment of his life.

Such eminent speakers as Colonel W. D. Mann of *Town Topics* fame, Kate Upson Clark, author and lecturer of New York, Dr. Richard C. Cabot of Boston, and Gifford Pinchot, have been recent guests of the club.—Guy C. Core, correspondent.

* * *

Kansas City, Mo.: Russell F. Greiner is writing a history of the Kansas City Club.

In February, 1917, Kansas City will welcome the National Convention of Superintendents of Schools. During their visit, it is planned to organize the School Superintendents' Round Table, preparatory to effective work at the Atlanta convention.—F. M. Staker, correspondent.

* * *

Lewistown, Mont.: The Montana Secretaries of Commercial clubs held a convention in Lewistown, November 21-22. Members of the Rotary club entertained them the evening of the first day and at the regular Rotary luncheon the following day.—E. K. Matson, correspondent.

* * *

Louisville, Ky.: The Louisville club is very active at present. During the past three months a series of interesting and beneficial activities have kept the members alive and expectant. Others are to follow. A Rotary exhibit, in connection with the Annual Electrical Show, was held December 4-9.

Louisville Rotarians, in keeping with their custom of disinterested helpfulness, took an active part in a recent membership campaign, inaugurated by the Board of Trade. Our club has never failed to enter actively into every worthy civic movement.—J. H. Richmond, correspondent.

* * *

Madison, Wis.: Rotarian Victor H. Arnold, classification "bonds," acted as host to the Rotary club of Madison on election night, November 7. Private wires in the offices of the Madison Bond Co. brought reports of the results of the election from all parts of the country. In addition, music, entertainment, and refreshments, were provided for the guests and a very enjoyable evening was passed.—F. W. Huels, secretary.

* * *

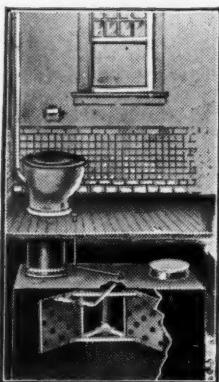
Milwaukee, Wis.: The Milwaukee Rotarians feel proud of a full page "feature" in the Sunday issue of *The Milwaukee Sentinel* of November 5, consisting of an article by George Lounsbury on "Rotary, What It Means and How It Grows," and a five-column illustration of the officers of the Milwaukee Club. We believe this is a wonderfully effective way to "sell" Rotary to our fellow citizens and believe that every Rotarian publisher would be glad to give to his club a similar story.—Grant Bruce, correspondent.

* * *

Philadelphia, Pa.: Fritz W. Galbraith, International first vice-president, was the guest of Mr. and Mrs. Guy Gundaker for a day or two preceding our October monthly dinner, and remained over to attend same. Fritz's remarks were full of his usual pep and ginger, as they were the next

(Continued on page 92)

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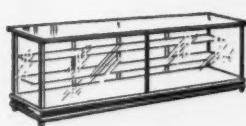
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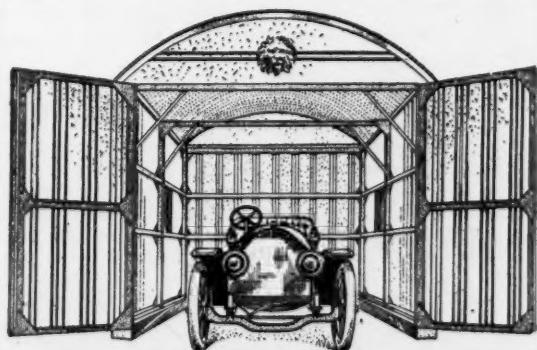
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MISCELLANEOUS CLUB AFFAIRS

(Continued from page 90)

day when he spoke for a few minutes at the Wednesday luncheon.—G. H. Jackson, correspondent.

* * *

Portland, Me.: On November 17, that prince of entertainers and royal Rotarian, Immediate Past President Allen D. Albert, was the guest of the Portland club. He spoke at the noon luncheon on Rotary and its ideals. The evening was observed as a ladies' night with a banquet. On this occasion the address by Rotarian Albert took the form of a talk on civic conditions. Rotarians know how much the Portland club enjoyed the visit of Rotarian Albert. It was a day filled with the Rotary feeling of service.—Oliver P. T. Wish, secretary.

* * *

San Francisco, Cal.: We had a wonderful meeting the night of November 14, when Frank L. Mulholland, Past International President, Homer Sumption, Governor of District No. 13, and several other Rotarians from California clubs were our guests at the annual meeting. More than 300 members of the club were present and in addition there were 100 Rotarian guests from other cities. James Lynch was elected president, to succeed Constant J. Auger.

You all know Frank, and you all know how delighted we were when he "breezed" in to San Francisco and announced he would be present at our Annual Meeting. He gave us a characteristic hand to hand, heart to heart talk, which sent everyone of us into the New Year's work with redoubled energy.

It was the writer's privilege to be sponsor for a motor trip planned to bring us into a little closer bond of friendship, and to give Frank an impression of California that could not be gathered in convention halls.

Leaving San Francisco on a bright crisp morning, we past thru Oakland and Berkeley to the southern base of Mount Diablo, from which point by constantly changing panorama, the summit, 3,800 feet above the sea, was reached; there we found ourselves in contact with the great forces of nature and could hear the world move. The sun had started its day's journey from behind the snow-capped Sierras and following its course, we saw in rapid succession Mt. Hamilton, San Jose, San Francisco Bay and the Golden Gate, and Mt. Tamalpais, while to the north, like an immense carpet at our feet, lay the Sacramento and San Joaquin Valleys. Descending, we reached the eastern base, where a welcome luncheon was served at the Country Club, and the return trip was made at sunset thru San Ramon Valley and Dublin Canyon.—R. C. Thackara, correspondent.

The Rotary Club of San Francisco announces to Rotarians everywhere that we are established in our new headquarters in the new Rotary Hotel, "The Palace." We believe that our headquarters are as fine as those of any club in Rotary. There is a spacious lunch room, a directors' room and secretary's office, and visiting Rotarians will be welcome at all times. A stenographer will be available for the visitors who may desire to have work of this kind done. We are going to emulate New York's example and make Rotary headquarters "the best information bureau" in San Francisco.

(Continued on page 94)

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MISCELLANEOUS CLUB AFFAIRS

(Continued from page 92)

We have changed our regular luncheon place to The Palace; our last ten or twelve meetings have averaged more than two hundred in attendance and we have outgrown all possible capacity of the Techau Tavern. Rotary enthusiasm is greater than ever before.—H. H. Feighner, secretary.

* * *

Sioux City, Ia.: On the night of November 23, the Rotary club staged what was undoubtedly the biggest event in its history when it was our privilege to entertain more than 600 guests at a banquet ratifying the election as governor of Iowa of our fellow Rotarian, William L. Harding. We had more than 200 guests from out of the city, including most of the prominent office holders in Iowa and nearby states. Everything incident to the preparation and management of this event was conducted in true Rotary style. The newspaper comment in the news columns and editorially was highly complimentary to the Rotary club. Among the Rotarians of the tenth District who were our guests on this occasion, were: President E. P. Neill of Aberdeen, Will Parrott of Waterloo, Luther Brewer of Cedar Rapids, F. J. Hanlon of Mason City, Secretary Dan Johnson of Omaha, and Secretary A. F. Gates of Waterloo. There has never been a gathering in Sioux City that brought together so many notable men in this section of the country and we are rather proud of our achievement. The banquet was served by the women of the First Christian Church, of which Rotarian Jake Perkins is pastor.—John O. Knutson.

* * *

Syracuse, N. Y.: The Rotary club has interested one of the daily papers in the plan to run each week one page devoted to Rotary. One quarter of the page is used for articles to acquaint the public with Rotary ideals and principles as well as to inform local members of club plans. The balance of the sheet is filled with advertisements of Rotary concerns with a series of weekly "sermonettes" on Rotary appearing in the center of the advertising section.—J. Russell Paine, correspondent.

* * *

Wausau, Wis.: At a noon luncheon of the club, held at St. John's Guild Hall, October 20, twenty were added to its membership, bringing it up to 100. The initiation ceremonies which followed were very unique and impressive, being in charge of Judge F. E. Bump, with about a dozen assistants. The new members faced the Rotary Wheel, which was electrically lighted, and also the stars and stripes, and in unmistakable language were told the duties of a Rotarian.—E. B. Thayer, correspondent.

* * *

Winnipeg, Man.: At the annual meeting November 15th, the following men were elected: Willis Archibald, president. President Archibald met many Rotarians at the Houston convention and has been a director ever since. Gordon E. Hunter, secretary. Gordon is always ready to tell us about the Cincinnati Convention and his personal experiences. S. M. Campbell, Governor of District Number 18, together with Past-Presidents J. H. G. Russell and A. B. Calder were elected directors. The club prospects are very bright.—Chas. S. Wiggins, correspondent.

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Adopted by the Sixth Annual Convention of the International Association of Rotary Clubs at San Francisco, July 19-23, 1915

My business standards shall have in them a note of sympathy for our common humanity. My business dealings, ambitions and relations shall always cause me to take into consideration my highest duties as a member of society. In every position in business life, in every responsibility that comes before me, my chief thought shall be to fill that responsibility and discharge that duty so when I have ended each of them, I shall have lifted the level of human ideals and achievements a little higher than I found them. In view of this your committee holds that fundamental in a code of trade ethics for International Rotary are the following principles:

First: To consider my vocation worthy, and as affording me distinct opportunity to serve society.

Second: To improve myself, increase my efficiency and enlarge my service, and by so doing attest my faith in the fundamental principle of Rotary, that he profits most who serves best.

Third: To realize that I am a business man and ambitious to succeed; but that I am first an ethical man, and wish no success that is not founded on the highest justice and morality.

Fourth: To hold that the exchange of my goods, my service and my ideas for profit is legitimate and ethical, provided that all parties in the exchange are benefited thereby.

Fifth: To use my best endeavors to elevate the standards of the vocation in which I am engaged, and so to conduct my affairs that others in my vocation may find it wise, profitable and conducive to happiness to emulate my example.

Sixth: To conduct my business in such a manner that I may give a perfect service equal to or even better than my competitor, and when in doubt to give added service beyond the strict measure of debt or obligation.

Seventh: To understand that one of the greatest assets of a professional or of a business man is his friends and that any

advantage gained by reason of friendship is eminently ethical and proper.

Eighth: To hold that true friends demand nothing of one another and that any abuse of the confidences of friendship for profit is foreign to the spirit of Rotary, and in violation of its Code of Ethics.

Ninth: To consider no personal success legitimate or ethical which is secured by taking unfair advantage of certain opportunities in the social order that are absolutely denied others, nor will I take advantage of opportunities to achieve material success that others will not take because of the questionable morality involved.

Tenth: To be not more obligated to a Brother Rotarian than I am to every other man in human society; because the genius of Rotary is not in its competition, but in its cooperation; for provincialism can never have a place in an institution like Rotary, and Rotarians assert that Human Rights are not confined to Rotary Clubs, but are as deep and as broad as the race itself; and for these high purposes does Rotary exist to educate all men and all institutions.

Eleventh: Finally, believing in the universality of the Golden Rule, **All Things Whatsoever Ye Would that Men Should Do Unto You, Do Ye Even So Unto Them**, we contend that Society best holds together when equal opportunity is accorded all men in the natural resources of this planet.

Summary

THE MOTIVE OF THE CODE. It is not the Greek motive of Ethics, which is based upon perfecting the person and perpetuating the State simply to preserve the Ego, but this code is predicated on love. That is, the Rotarian does not do right simply because it preserves himself, but because he had rather be destroyed than to destroy another. Thus this code of ethics is founded on love.

THE VALUE OF THE CODE. This Code does not take sides in the present dispute in society between the Conservative and the Liberal. It argues nothing merely because it is conservative or liberal. This Code seeks one thing—the value—the utility of the Ethics it propounds. The utility of the Code and not its liberalism nor its conservatism has been the ideal of the men who wrote it. By this it must stand, for by this it cannot fall.

Firestone

